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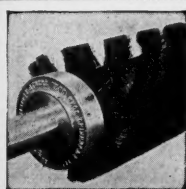
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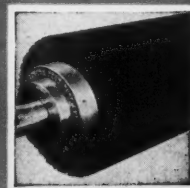
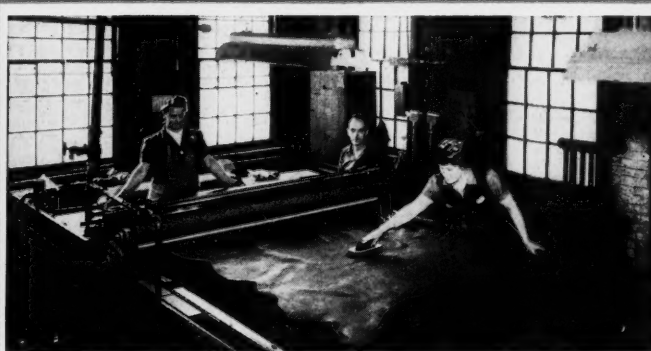
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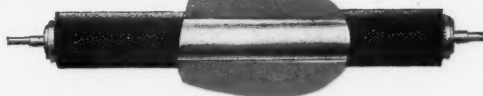
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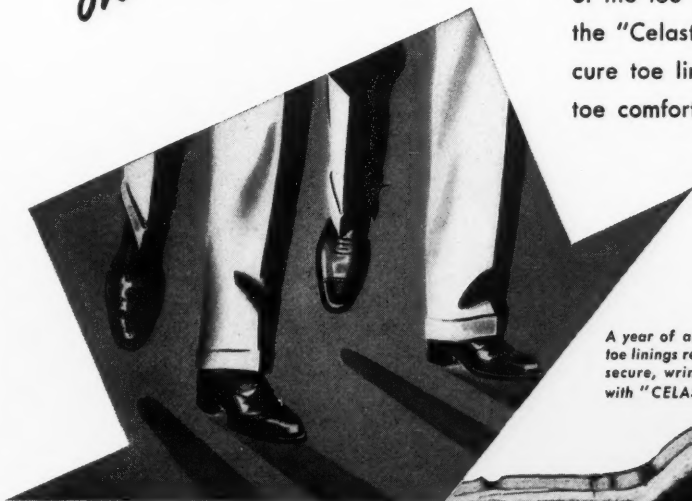
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HOW MILFORD USE CUSHION CORK to add extra resilience to their Rester-Flex Shoe

* You can see above how the Milford Shoe Company of Milford, Massachusetts, make a more resilient and flexible shoe by using a new type of construction incorporating Armstrong's Cushion Cork.

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CUSHION CORK AND FLEXICORK ARE REGISTERED TRADE-MARKS.

ARMSTRONG'S SHOE PRODUCTS

BOX TOE MATERIALS • FLEXICORK • FILLERS • CUSHION CORK • CORK COMPOSITION



Shoe learner hearings continue to carry wide significance for industry-at-large. Labor Dept. treating matter gingerly, refusing to lean very far one way or the other. Looks like several weeks will pass before any decision.

United Shoe Workers reported anxious to learn names of manufacturers making individual applications for temporary sub-minimum certificates. Labor Dept. refuses to estimate number of applications reported so numerous that several Wage and Hour employees have been assigned to handle processing of applications.

Wage and Hour Division not required to reveal names but if individual certificates are granted, information will probably be published in Federal Register and 15 days allowed for protests, if any. USWA reported considering protests on some certificates, but no clear-cut strategy developed as yet.

All signs point to veritable flood of certificate applications by manufacturers. NSMA has issued special bulletin to help members fill out applications. Union claiming NSMA trying to "influence" decision by wide show of strength in the form of hundreds of applications.

Note new record high wage average of \$56.20 in mfg. industries. This applies to 11.5 million production workers, but significantly sets pace for all U. S. wages. But importance is this. While industrial profits, output, sales, etc., were a bit lower in 1949 as compared with 1948, wages or incomes nevertheless went *up* last year. Shows power of organized labor. Shows possible trend: wages steadily up despite level, up or down direction of industrial curve.

25% of all U. S. families earn under \$2,000 annually. Of these, 66% live in cities or towns, 34% on farms. Of farm families, half earn \$1,000 or less a year. But remember that farm families pay nothing for food, little or nothing for rent, and other expenses much smaller than for city families so that \$1,000-\$2,000 income is about equivalent to \$3,000 or better in city.

This 25% of U. S. families (or total population) is good share of mass market for low-priced goods, shoes included. If you aim to sell them you should know these market facts about them: 27% are headed by persons with only grade schooling; 25% by persons in unskilled operations; 21% by persons 65 years or older; 15% by women; 12% by non-whites. These groups tend to have "specialized" market tastes. Knowing these tastes—and the sales potential—is a merchandising asset.

Leather And Shoes' estimate of 1950 shoe production: 467-469 million pairs, about 3% increase over 1949. Chief reason for increase: skeletal retail inventories needing more refilling than during 1949, and outlook for slightly higher retail unit sales.

Note recent "forecast" by Julius Schnitzer, Commerce Dept. shoe and leather chief. Retail shoe sales in 1949 for first time since 1946 were greater than production. So upped sales came out of inventories. Retail stocks now extremely low. Very healthy sign for producers.

Outcome of Brown Shoe case regarding "community contributions" will reverberate through whole shoe industry. For decades shoe firms have set up shop in towns that offered special inducements: free or low rent, no taxes, plus starting fund consisting of "contributions" by merchants and prospective employees. In return the firm promises to provide a stipulated number of jobs, stay a specified time. Now arises the legal issue: are these "gift contributions" subject to taxation?

Bureau of Internal Revenue says yes. U. S. Circuit Court of St. Louis back the Bureau in Brown case. Now case is up before U. S. Supreme Court. Latter's decision of tremendous importance to shoe industry. Brown alone in recent years has collected nearly \$1,000,000 in such "gift funds" from communities seeking new industries. If Supreme Court rules against Brown, then many shoe firms will have to depend upon own funds rather than community contributions when setting up plants in new towns.

Czechoslovakia apparently trying to lull or appease Canadian shoe manufacturers on charges of "dumping" cheap shoes onto market. Dr. Miroslav Mares of Czech legation in Montreal pointed out recently that Czech shoe exports to Canada for first 10 months 1949 amounted to only 3% of total imports and 1/10th of 1% in entire Canadian shoe production of 30 million pairs.

Mares claimed Czechs export playshoes only to Canada at average wholesale price of \$1.55. Czech purchases from Canada exceeded sales, he added, with one Czech firm buying \$550,000 worth of hides and rubber while selling only \$112,000 worth of shoes in return.

Czechs appear worried that recent furore over cheap shoe exports both in U. S. and Canada may lead either to buyer boycott or Govt. action. Nationalized Czech industry must still rely considerably on selling to dollar areas, hope to gain sales advantage by selling cheaply-made shoes made by cheap labor at cheaper prices.

EDITORIAL

Who Determines Shoe Sales, Anyhow?

FOR a long time the shoe industry has been dreaming and talking about making and selling more shoes. Right now the industry has the capacity to make 600-700 million pairs of shoes a year without strain to any of its industrial tendons. Thus the problem is not how many pairs can we make but how many pairs can we sell.

And here we must face the blunt truth. The difference between the industry's current capacity to produce and its capacity to sell amounts to 150-250 million pairs a year. There is a big gap in the industry's merchandising machinery.

We glibly talk of increasing sales and increasing per capita shoe consumption. We point to the vast increase in our national and consumer income in the past decade—incomes which have almost tripled. Obviously consumers have more money to spend on shoes, but they are buying no more shoes per capita today than they were in 1940 or 1930. In the 1931-40 decade the percent of our national income spent on footwear averaged 1.90 percent. But since war's end see what has happened. The percentage in 1946 was 1.59; in 1947, 1.48; in 1948, 1.35. And in 1949, it had fallen to an estimated 1.24 percent. There are no signs indicating that the percentage won't continue to fall.

The economists and statisticians excitedly point to these figures, then ask the challenging question, "What's happened to shoes? How come they haven't kept sales pace with the great increase in the country's prosperity?" On paper they have a very impressive case. By all the "facts" we should be selling more shoes, but we're not, so why not? It is a logical series of questions for which there has not been a series of logical answers.

Well, we've always said the shoe industry is "different" from other industries. We say we can't be included in an over-all summary of all industries. We have problems peculiar to our own peculiar conditions, and they need specialized approach for solution.

Well, let's look at ourselves as a

"peculiar" industry from a standpoint of how we sell the product we make. In most cases the manufacturer strives to acquire retail accounts. The more accounts or outlets he signs up—especially if they have good credit ratings—the happier he is. He makes his shoes, sells them to the retailer, then sits back and waits for the retailer to reorder. Shed of all the fancy frosting, that's fundamentally how shoe business operates.

In short, *the merchandising and selling of the manufacturer's shoes are left almost entirely in the hands of the retailer.* Whether the retailer is a poor, mediocre or excellent merchandiser—well, that's the retailer's business. As long as he pays his bills and reorders shoes as he needs them, that's what is important. The manufacturer has a liquid account, and what more does he want?

But it's like a game of bridge. The retailer is holding all the cards, is playing the hand for himself and his partner alike, while the manufacturer sits out as the "dummy." If the retailer pulls a boner, or plays the whole hand wrong, he not only loses for himself but also for his silent partner. The manufacturer is helpless to participate. He must stand by and watch himself lose.

Let's see if this makes sense. Just before the war, Dun & Bradstreet made a study of retail shoe stores. They found that of all shoe stores in operation in 1929, only 41 percent of these were still in operation in 1939. In short, over a period of 10 years, 59 percent of retail shoe stores were out of business.

This is an extremely high mortality rate. But shoe stores rate high on the list of all retail stores in mortalities. Obviously, then, shoe retailers as a whole are *not* efficient merchandisers. Of course many of them are—chains, independents, department stores. But actually how many retail stores *create* additional sales by creative merchandising?

There are three kinds of shoe selling: the passive kind that waits for the customer to come in; the aggressive kind that builds sales by taking

sales away from others. Then there is the third kind: *creative* selling, which consists of building business not by either of the first two methods but by *inspiring an increased consumer demand for shoes.*

It is creative selling that is going to determine whether the shoe manufacturers are going to make and sell more shoes. A retailer that operates a "passive" business is no asset to the industry; he is simply an order-taker. A retailer that builds business solely by aggressive selling tactics is a satisfactory operator in one sense but in another is not; he gains his increased business simply by taking it away from his competitors. It's fine for him—but he does not help increase the *total* annual sales of the industry as a whole. He does not help increase per capita shoe consumption.

Now, if the average shoe retailer has demonstrated that he does not practice the maximum efficiency in shoe merchandising, that he does not *create extra business*, it is time for the shoe manufacturer to face harsh reality. Obviously the average shoe retailer—under his present methods of merchandising—is not going to do the kind of selling that will help the whole industry to prosper. And if the retailer can't do it by himself, then it's up to the shoe manufacturer to step in and offer some real help.

Now, by "help" we do not mean the customary "dealer helps"; we do not mean national consumer advertising and other merchandising tactics designed to help the retailer sell more shoes. These, of course, provide some help, serve an essential purpose. But in themselves, all combined, they are not the answer.

The whole thing boils down to one simple question: How can the retailer get more people to habitually buy more shoes? If the retailer does not have the answer, are we to let the question go unanswered? If the retailer can't do the job, who will? And if it isn't concretely answered, then the industry may as well be resigned to the realistic fact that its talk about increased shoe consumption and sales is just talk.

It appears that a long-term, mass educational effort in retail shoe merchandising must be sponsored by the shoe manufacturers. The retailer must be taught *how* to increase his business by *creative* selling that will lift per capita shoe consumption, sales, production and employment. The retailer should not be the sole determinant of his and the manufacturer's business destiny.

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Elmer J. Rumpf

EDITOR AND ASS'T PUBLISHER
William A. Rossi

NEWS AND MARKET EDITOR
Irving B. Roberts

PRODUCTION MANAGER
Paul C. Tedford

ADVERTISING MANAGER
Philip Melhado

CIRCULATION MANAGER
June Mason

OFFICERS

President: Elmer J. Rumpf; Vice Presidents: C. E. Belding, F. G. Moynahan, W. A. Rossi; Secretary, L. C. Bedford.

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300 WEST ADAMS STREET
CHICAGO 6, ILLINOIS
PHONE—CENTRAL 6-9353

EDITORIAL OFFICES

10 HIGH ST., BOSTON 10, MASS.
PHONE—LIBERTY 2-4652

BRANCH OFFICES

BOSTON 10, MASS.—Frederick G. Moynahan, 10 High St., Liberty 2-4652 • NEW YORK 7, N. Y.—Cardwell E. Belding, 20 Vesey St., Barclay 7-8783 • PHILADELPHIA 40, PA.—Cardwell E. Belding, 6008 Jefferson St., Greenwood 7-6785 • CINCINNATI 2, OHIO—Robert O. Bardon, 529 Sycamore St., Main 6662 • ST. LOUIS 6, MO.—William Creahan, 2549A N. Market St., Central 3494 • GREAT BRITAIN, AND EUROPE—J. B. Tratsart Ltd., 5 London St., London, W. 2, Paddington 5946 • SWEDEN & NORWAY—Nils Haraldson, Drottning-gaten 2, Orebro, Sweden, Orebro 13027.

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NEWS

Learner Hearings Recess As Manufacturers Complete Case

Union protest brings adjournment. Many manufacturers reported filing individual requests for sub-minimum learner rates.

The shoe learner sub-minimum wage battle has taken an unexpected "recess" of at least a week, leaving the situation possibly more confused than ever.

No date has been set for resumption of testimony, but indications were that it might be Jan. 31 or Feb. 1, although this was far from definite. Both sides feel that each other is using tactics aimed either at influencing the decision or killing it entirely.

The shoe manufacturers completed their case earlier than expected, putting into the record 6 of the 20 to 25 "job analysis" studies previously mentioned as part of their case. They indicated a desire to return later and possibly submit more information.

This led to a protest from the union, which insisted that NSMA wind up its case then and there, putting in more job studies, so that the union could have opportunity for cross-examinations. Wage and Hour Examiner Roberts, who has treated both sides impartially and given wide leeway, saw no particular harm in the NSMA position and asked the union to continue with its own presentation, then just barely started.

The USWA attorney demanded an immediate adjournment, saying that he wished to argue the matter before the examiner's superior, Wage and Hour Administrator McComb. The hearing was suspended from early Friday morning, Jan. 20, to Tuesday, Jan. 24, but on that date McComb was reported ill at home.

A spokesman for the manufacturers said he understood that the union attorney had withdrawn, or would withdraw, his demand for a review

of the Roberts decision by McComb. However, last Tuesday a union official told the Washington representative of LEATHER AND SHOES that this was in error, that the union intended to go through with the decision review.

The union spokesman also said he and others in his group "had been approached several times" and asked to compromise the learner matter, but that the union is firmly against giving the slightest ground. In this position, the USWA has strong backing from the national CIO organization, which is said to fear that if NSMA is successful in obtaining an industry-wide learner regulation, that scores of other industries will make similar attempts.

Jan. 25 Deadline

Meanwhile, the key date of Jan. 25 has come and gone, and shoe manufacturers are now paying the new 75-cent minimum wage. Many claim this is a real hardship financially, and sending in individual applications for temporary certificates allowing them to pay sub-minimum wages.

Officials at the wage-and-hour division professed to be unable to estimate how many such applications had come in, but said the number was "considerable." Union officials are complaining that they are unable to learn the identities of the applicants, who are supposed to state on their rather-complicated application forms that qualified skilled labor for the jobs in question are "not available."

The union strategy here is said to be to find out which manufacturers ask for certificates, and then to try to fight the certificates with letters from local U. S. Employment Offices and others, citing large-scale unem-

ployment of shoe workers in those areas.

When testimony is resumed, the union will bring back to the stand its president, William Thornton. After him will come at least seven regional officials, who will seek to combat the position of the shoe manufacturers as to training periods needed for various specific jobs.

If the Wage and Hour Administrator either permits the shoe manufacturers to reopen their case with further job analyses, or if the examiner himself calls for "further evidence" on that phase, then the union expects to call in several more rebuttal witnesses. The whole situation is deeply complicated.

Interim Glove Wage

Adding to the interest in learner matter is the recent decision of Labor Secretary Tobin to amend the existing regulations governing the employment of learners in the glove branch of the apparel industry, "as an interim measure pending a public hearing later."

Some sources see a possible parallel to the shoe industry situation, but others point out that the shoe manufacturers do not have any such existing regulations and right now are seeking to have one established.

Of interest is the stipulation that the total number of learners allowed for the glove branch would be raised from the present 5 percent to 10 percent of the total production workers in the plant. The NSMA petition asks for shoe learner wages of 57½ cents for 26 weeks for 20 percent of total worker force.

Another development is that the Labor Dept. also issued temporary regulations governing employment of learners in 7 branches of the cotton garment industry, pending a public hearing set for Feb. 1 at Washington. One of the seven was "leather and sheep-lined garments." The present learner minimum of 35 cents an hour will be boosted to 55 cents, then 60 and 65, for varying periods.

Commodity Exchange Offers New Hide Futures Contract

The New York Commodity Exchange has moved to bring up to date its hide futures contract by presenting to its membership a revised contract version, completed after six months of careful study by a special committee. According to a CE spokesman, the modernization of the sixteen-year-old trading agreement was made necessary by "the ever-

widening spread between light and heavy hide prices which, especially since the end of the war, have done much to discourage trading activity on the floor of the exchange."

In the words of a prominent hide dealer, "You just can't keep the exchange going on fifteen contracts daily." He and other skin dealers, questioned by LEATHER AND SHOES, agreed that in order to increase the volume of business the currently proposed changes were absolutely necessary.

Chief reason behind the new hide futures contract, as explained to the Exchange Committee of the Hide Trade Group which worked out the adjustment, has been a lowered demand for heavy hides in relation to supply. This has been brought about by the widespread current use of synthetic materials for sole leather, previously the chief outlet for heavy hides.

Under the new contract there are wide changes in the deliverable grade differentials as well as a new set of delivery months.

Specifically, trading months under the new contract have been set for Jan., April, July and Oct. Once adopted the new contract will run concurrently with the present arrangement which provides for trading in March, June, September and December.

As for the changes in grade differentials: while light native cow hides are being retained as basic grade, the new contract features other grades on which there is neither premium nor discount—extra light native steers and South American "frigorifico" light steers.

The old contract allows delivery of heavy native steers and heavy butt branded steers without discount or premium. Under the new agreement, these will be deliverable at discounts of 2½¢ and 3¢ per pound respectively. Discounts on other heavy class hides are also widened. Two grades of South American hides not deliverable on the old contract are made deliverable on the new one.

Expanded discounts on deliverable heavy hides are termed more realistic by the Hide Committee, making the futures market a better price hedging medium for the lighter hides used principally for shoe uppers.

The need for a complete overhauling of the hide futures contract was brought to the fore, in the past three years, by an ever-increasing number of skin dealers who finally managed to get the CE to act. A special committee was put to work late last sum-

mer to work out the necessary alterations.

On Jan. 23 the Exchange announced that its Board of Governors had approved the new contract and proposed that it go into effect on February 15, 1950, with April as the first delivery month.

The next move will be a discussion meeting of the full membership of the Commodity Exchange on February 3. A vote will be taken to submit the contract for a ballot vote which, in turn, would take place one week later on February 10. Adoption has been forecast both by exchange officials and by leaders of the industry.

Workers Ask Marks Reopen Vanceburg Plant

A total of 122 shoeworkers, formerly employed at the Vanceburg, Ky., plant of L. V. Marks Shoe Co., Cincinnati, O., have petitioned company officials to reconsider reopening of the Kentucky plant. The factory was closed in June, 1949, and some of the equipment and a number of personnel taken to the Marks plant in Augusta, Ky.

According to the petition, workers signing the paper are willing to work for the Marks company without representation by a labor union. The bulk of Vanceburg equipment is still intact and a bookkeeper and maintenance man are still at work.

Craddock-Terry Lone Bidder On Navy Call

Craddock-Terry Shoe Corp., Lynchburg, Va., was the only shoe manufacturer to bid on Navy Invitation No. 5996 calling for a total of 8656 pairs of women's service shoes. Bid opening was held Jan. 20 at the Navy Purchasing Office in New York City.

Craddock-Terry bid on Item 1, covering 7056 pairs of women's service white leather pumps, at \$4.49 per pair; Item 2, covering 524 pairs of women's service black leather pumps, at \$4.33 per pair; and Item 3, covering 1076 pairs of women's service black leather oxfords, at \$4.25 per pair. Delivery is scheduled during March 1950 to the Brooklyn Naval Clothing Depot.

Stockholders Block Sale Of Douglas Brockton Plant

Proposed sale of the W. L. Douglas Shoe Co. plant in Brockton, Mass., ran into a stumbling block this week when minority stockholders took court action, obtained a temporary restraining order in Suffolk County superior court. The order, issued by Judge Paul G. Kirk, restricts the com-

pany from selling any of the plant property and removing any more equipment from the state until after the annual meeting Feb. 16.

Douglas officials had announced that the Brockton plant and its facilities would be moved to Scranton, Pa., where the company has another plant. The Brockton plant had been closed for six months because of a wage rate dispute.

Atty. Edward J. Campbell of Brockton, representing a group of minority stockholders headed by Harry R. Allen, former State Racing Commissioner chairman and purchasing agent for Douglas for several years, filed a bill in equity this week. Restraining papers were served on Marshall H. Stevens, Douglas executive vice president.

The bill stated that stockholders had not been notified of the projected removal to Scranton until Jan. 19. That Stevens in directing company policies since Jan., 1949, had fostered labor difficulties by failing to bargain in good faith, and that he had failed to protect stockholders' interests. Stockholders claimed they were promised last Feb. by present officers that the Brockton plant would continue operations.

BSAC Offer

Atty. Campbell asserted he was also supported by Brockton officials, the Brotherhood of Shoe and Allied Craftsmen, which represents some 600 former Douglas workers, and the Brockton Chamber of Commerce. The BSAC offered to meet worker pay rates now in effect at Scranton and the Chamber of Commerce said it would defray expenses of moving plant equipment back to Brockton from Scranton.

Two weeks ago, the Douglas directorate approved Stevens' plan to confine all manufacturing activities to Scranton. Some machinery and equipment was removed from the Brockton plant and plans were made for the sale of the Brockton properties.

Fulton County Opening Draws Few Workers

Seventeen Fulton County, N. Y. tanneries, idle nearly seven months in a strike-lockout involving 889 leatherworkers, opened their doors this week in an attempt to resume production but very little leather was processed.

The tanneries opened on Jan. 25 after George H. Meyer, president of the Tanners Association of Fulton County, announced that the Association's tanner-members would resume work without a labor contract.

The Independent Leather Workers

Union, formerly Local 202, International Fur and Leather Workers Union, CIO, immediately called for mass picketing and asked "every working man and woman in Fulton County" to help on the picket lines. Less than 100 workers entered the 17 plants, however, and there were only minor disturbances reported. More than 50 deputy sheriffs, in addition to all Gloversville and Johnstown police officers patrolled the tannery.

Written Agreement

Even before the Wednesday "O-Day," Clarence H. Carr, union president, declared he would sue the Association for breach of a written agreement. Carr said the tanners had agreed last July not to open without a labor contract if union workers would remove skins from a perishable state.

He claimed that before the tanneries opened, close to 800 workers had signed a pledge that they would not return to work without a "substantial wage increase to every leather worker."

Despite the disappointing turnout of employees, tanners held fast to their policy of not dealing with a "Communist-led" union. In letters of "intent to open," the Association informed workers that failure to report without a legitimate reason on or before Feb. 1 would be interpreted as meaning that the employee had quit his job.

New Group Buys Control Of U. S. Leather Co.

Control of United States Leather Co., the nation's largest sole leather tanner, changed hands last week. The not-unexpected announcement came late last week from John Fox, president of 61 Broadway Corp., New York City, who disclosed that he had recently acquired control of the firm and also became a member of the board of directors.

Immediately following the announcement, three board members resigned. They were: Ogden Phipps, Max J. H. Rossbach, and Gurden Wattels. Fox, however, was quick to deny any pending change of officers, stating "the last thing I want to do is upset the applecart." He and Charles J. Gregory, president and director of the Southeastern Service Corps, filled two of the 15-man board's vacancies. One directorship remained unfilled.

Fox and his associates gained "working rather than actual control" of the leather company by purchasing a substantial block of the company's Class "A" and common stock. U. S. Leather has outstanding 249,743 shares of Class "A" and 397,010 shares of common stock.

Questioned about a rumor that his group planned to take U. S. Leather Co. from the leather business and use the assets for investment purposes,

Fox declared, "The company will continue the leather manufacturing business as heretofore." He added "there is absolutely no difference nor quarrel" between his group and the present management.

Meantime, A. Burch Velsor, president of the company, disclosed that proxies for the annual meeting to be held March 8 will be sent to stockholders within the next few days.

Order Maine Pay Cut

An unexpected wage cut, ordered by arbitrator Gen. Charles H. Cole of Boston, climaxed the three-month pay dispute between The Lewiston-Auburn Shoe Manufacturers Assn. and the Lewiston-Auburn Shoe Workers Protective Assn. Gen. Cole ruled that wage rates in five of 11 shoe plants in the area be reduced by 7%.

The manufacturers had originally demanded a 12 percent wage cut. Last month, Gen. Cole refused to order a pay cut, pending further negotiations.

Cole added that three of the 11 plants involved had not presented evidence warranting a wage reduction. The remaining three plants had already reached an agreement with workers. The seven percent cut in five plants went into effect on Jan. 23 and was made on wages in effect Dec. 1.

J. W. Holmes Honored At Testimonial Dinner

Long a leading figure in the last industry, Joseph W. Holmes, president of United Last Co., Boston, this year celebrates his 41st year in the business. On Monday evening, Jan. 23, in recognition of "Joe" Holmes' many contributions to the last industry, the Last Manufacturers' Assn. started the year off right by tendering him a testimonial dinner at the Harvard Club in New York City.

Climax of the evening was the presentation of a Simon Willard banjo clock to the guest of honor. Paul S. Jones, president of Jones and Vining, Inc., Brockton, and past president of the Association, made the presentation. Accompanying the clock was a plaque which read: "On his 41st anniversary in the Last Industry, this Willard banjo clock is presented to Joseph William Holmes—statesman in business—wise counselor—eminent philosopher—a proud chieftain of his clan—renowned baritone—doughty golfer—by his staunch and admiring friends in the Last Manufacturers' Association. 'Then come the wild weather, come sleet or come snow, we will stand by each other, however it blow.'"



First In Lasts

... is Joseph W. Holmes, president of United Last Co., Boston, who was tendered a testimonial dinner Jan. 23 by the Last Manufacturers Assn. Friends and associates presented him with a Simon Willard banjo clock on the occasion of his 41st year in the last business. Head table guests at the Harvard Club of New York were: (left to right) Joseph E. Boyle, J. Walter Thompson Co.; Harold R. Quimby, secretary, National Shoe Manufacturer Assn.; L. E. Langston, executive vice president, National Shoe Retailers Assn.; "Joe" Holmes; Paul S. Jones, president of Jones & Vining, Inc.; W. W. Stephenson, executive vice president, NSMA; and Emil D. Robinson, president, George E. Belcher Co. and president of the Last Manufacturers Assn.

International To Close Third Juvenile Plant

Last week, International Shoe Co.'s Higginsville, Mo., plant became the company's third juvenile factory to feel the sharp blade of the shutdown axe— all within the space of two weeks. The closing, attributed also to a slacking of demand, left the company with 21 juvenile plants and an output capacity of 121,000 pairs daily.

The Higginsville plant, capacity 4,500 pairs girls' sizes 3½ to 8 "Isco" processed shoes, employs 300 workers. Like the Bolivar St. plant in Jefferson City, Mo., and the Hamilton, Mo., plant—the other two plants slated for permanent closing—it made shoes for International's regular branches: Peters Shoe Co., Roberts, Johnson & Rand, and Friedman-Shelby Shoe Co. Higginsville will finish all shoes cut by Jan. 27.

Company officials announced also that three of the men's shoe factories—the Sikeston, Mo., plant; the Merva plant at Poplar Bluff, Mo.; and the Factory No. 1 at Quincy, Ill., would be shut down for one week until Jan. 30.

Eaton Named Chairman At Charles A. Eaton Co.

C. Chester Eaton, president of Charles A. Eaton Co., Brockton men's shoe manufacturer, for the past 32 years has been named chairman of the board of directors, the company disclosed this week. Succeeding him



C. CHESTER EATON

as president is his son, Charles C. Eaton, Jr., thus continuing into the third generation of the Eaton family the active management of the firm.

The elder Eaton joined the concern upon his graduation from Brown

University in 1901 and became president in 1918 after the death of his father, Charles A. Eaton. Charles C. Eaton, Jr., has been active with the firm since 1934 when he joined the sales department. He has been closely associated with the sales and merchandising divisions and was elected vice president in 1944.

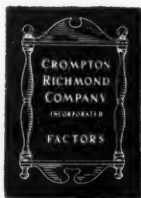
Other officers elected include: Louis F. Eaton, vice president; Richard L. Jackson, vice president in charge of manufacturing; C. Chester Eaton, treasurer; Arthur Snow, assistant treasurer; Carl F. Bauer, assistant treasurer in charge of purchasing; and Robert A. Eaton, clerk.

Fix Glove Learner Pay At 55c Temporarily

Learners in the glove industry will be paid a minimum of 55 cents hourly for the first 480 hours or 12 weeks of their training period, according to an interim ruling ordered by Wage and Hour Administrator, William R. McComb. The decision was one of the first made by McComb for industries seeking temporary relief from the federal minimum wage rate of 75 cents, which went into effect Jan. 25.

A result of several closed hearings held last month between McComb

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THE HUMAN FACTOR

CROMPTON-RICHMOND CO., INC.

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and industry representatives, the decision limited the number of learners to 10 percent of the force for hand and stitching operations in leather dress gloves, machine stitching on knit fabrics and work gloves, and finger knitting and finger closing on knit wool gloves. A minimum of 10 learners is allowed all plants although employers must first show that no experienced workers are available.

The order ostensibly holds until July 25, 1950, although a hearing will be held before this date to help McComb arrive at a final ruling. Industry representatives had requested a 50-cent minimum for the first eight weeks, 60 cents for the second period, and 70 cents for the final eight weeks. McComb's order also provides that learners be paid piece rates equal to those of experienced workers in plants employing the piece rate wage system.

Mail PPSSA Blanks Feb. 10

Official application blanks for exhibit space at the Popular Price Shoe Show of America will be mailed Feb. 10 to former exhibitors, Edward Atkins and Maxwell Field, co-managers, disclosed this week. The Show, sponsored jointly by the New England Shoe and Leather Assn. and the National Assn. of Shoe Chain Stores, will be held May 14-18 at the Hotels New Yorker and McAlpin, New York City.

Exhibitors at the last PPSSA will have until Feb. 25 to reserve display space previously occupied. At that time, applications will be sent to other members of the industry. It is expected that the Show will occupy 12 consecutive floors at the New Yorker and several additional floors at the McAlpin.

Braid Mfrs. Announce Shoe Design Contest Winners

Winners of a shoe design contest featuring shoe laces and braid trims were announced this week by the Associated Braid Mfrs. of The American Cotton Manufacturers Institute, sponsors. The contest was held among students at the School of Fashion Design, Fine Arts, Shoe Designing Class of 1949, Washington University, St. Louis.

First prize of \$75 for original shoe designs was awarded to Judy Berland of Chicago. Claire Niemoeller took second prize of \$50 and Scotty Riddler took third prize of \$25.

Judges were Hugh Crull, International Shoe Co.; Harry E. Williams, Rice O'Neill Shoe Co.; Bel-



Eberle Sales Ambassadors

... gathered at the recent sales meeting of Eberle Tanning Company, Westfield, Pa., are these Tioga Oak sole leather sellers (left to right): Victor E. Zimmer; Olaf Gunn; Arthur T. Lloyd; Arthur B. Kelts; James T. Erwin; Joseph F. Eberle; John S. Wuhrman; Harland Moore; Wilmot C. Reynolds; Park Streeter.

mont Norris, Hamilton Shoe Co.; and Edward W. Morris, Victory Shoe Co., all of St. Louis. John Dunbar, Dunbar Pattern Co., is class instructor.

Sales Brisk At Mid-Atlantic Shoe Show

Good attendance, sizable advance orders and the opening of many new accounts characterized the four-day stand of the 36th Annual Mid-Atlantic Shoe Show held Jan. 22-25 at the Benjamin Franklin Hotel, Philadelphia. The show was sponsored by the Middle Atlantic Shoe Retailers Assn.

Show officials reported that the showing appeared one of the most successful and encouraging in years. More than 600 visitors put in an appearance with exhibitors reporting that advance orders exceeded expectations. Best sellers were casual type shoes for women and girls, featured mainly in multi-colored glazed kid. Dressy type shoes also sold well in blue and black suede, with about 20 percent of sales made in balenciaga.

On the whole, no price changes were reported with sales covering a wide range of price lines. A feature of the show was the luncheon held on Tuesday, Jan. 24, at which Harold Brightman, president of Lit Bros. Department Store, was principal speaker.

International Shoe Reports Sales At \$190 Million

Net sales of International Shoe Co., world's largest shoe manufac-

turer, will approximate \$190 million for the fiscal year ended Nov. 30, 1949, according to a company report. This will amount to a decline of 13.6 percent from the \$219,805 net sales reported a year ago.

The company turns out approximately 11 percent of the nation's annual shoe production and was recently reported by the Federal Trade Commission as one of eight U. S. shoe manufacturers which alone control 53.1 percent of the industry's net capital assets.

British Leather Ceilings Off, Prices Rise

Removal of leather ceilings in the United Kingdom last week has resulted in "material" price rises for finished leathers, according to British trade sources. Decontrol of leather prices followed closely upon removal of controls on purchase of imported hides and skins after the Govt. had ended its bulk-buying program.

Price controls on domestic hides and calfskins are slated for removal by mid-1950.

Army Asks Sheepskin Bids

The New York Quartermaster Procurement Agency has issued QM-30-290-50-474 calling for bids on 5024 skins of Leather Sheepskin (El Morocco and Lining Skiver), various colors. Bids will be opened on Feb. 23 at 1:00 p.m. (EST) with delivery for April, 1950. Procurement is for the Army and Navy Medical Corps.

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SUMAC

By
Frederick L. Hilbert

Sumac is one of the world's important tanning materials. Its planting, cultivation, harvesting and preparation for commercial use is described here—a story of interest to all tanners.

SUMAC is the name applied to a number of shrubs and small trees belonging to the genus *Rhus*. It is an important member of the cashew family, *Anacardiaceae*, which is made up of about 400 species of trees, shrubs, and vines is found in many warm or temperate regions of the world. Sumac is the largest genus and is found in many parts of the Old and New World. It is made up of about 150 species of which only a comparatively small number have leaves rich in tannin.

Commercially, the name sumac is applied to a preparation of the dried or ground leaves and stems of certain species of *Rhus*; for example, Sicilian sumac or *Rhus coriaria* and several species of Virginian sumac, all of which bear leaves valuable for tanning or leather-making purposes.

There are a number of sumac or tannin-bearing shrubs and trees which grow in southern Europe and the eastern part of the United States, of which the following are the most important: In Sicily, *Rhus coriaria*; in Tuscany, *Rhus coriaria*, often adulterated with the leaves of *Pistacia lentiscus*; in Spain, several species of *Rhus* which are divided into three varieties—Malaga or Priego, Malina, and Valladolid; in Tyrol, the smoke tree or Venetian sumac, *Rhus cotinus*; in France, *Coriaria myrtifolia*, divided into four kinds—flavia, douzere, redoul or redon, and pudis; in Algeria, Tezera sumac, used for centuries by the Arabs for making morocco leather; and, in the United States, smooth or white sumac, *Rhus glabra*; staghorn sumac, *Rhus typhina*; and, dwarf, mountain or black sumac, *Rhus copallina*.

The foregoing species of sumac are found growing wild in the countries indicated. In some countries, notably Sicily, sumac is mostly cultivated. As will be pointed out later on, sumac is one of the important items of ex-

port from Sicily to northern Europe and the United States.

Cultivation Of Sumac

Until comparatively recent times, especially in Sicily and other parts of Italy, the soil chosen for the cultivation of sumac was usually poor and light; accordingly, the yield and quality of the leaves for tanning purposes were rather unsatisfactory.

Larger and better crops of leaves can be obtained from strong, rich, and deep soils. In Sicily, limestone soils are considered to be especially well-adapted to the cultivation of sumac, while the American varieties appear to be better adapted to sandy and clay soils as well. However, in any case, the soil must be well drained and the roots of the shrubs or trees must not come in contact with any stagnant water.

For the cultivation of sumac, the planting should be done in the spring, as soon as the soil is sufficiently dry to be worked. The soil is ploughed, as deeply as possible, in rows about two feet apart. A second row of furrows is ploughed at right angles to the first. At each intersection a plant is placed. The soil about the plant is pressed down with the feet.

The sumac plants are usually propagated from the young shoots which form each year about the base of the older shrubs. They may also be produced from the cuttings of young, well-ripened stems, rooted by setting in a nursery or in forms, as is done in the propagation of grape-vines from cuttings. Plants can be raised from seed. These seedlings are always found to be strong, vigorous, and hardy.

For obtaining the best results: (1) the shoots should be taken from young and vigorous plants; (2) they should be over one foot long; (3) those with large roots and few rootlets should be discarded; (4) those having white roots covered with a fibrous, white, silky down should be

discarded, because this indicates the presence of a parasitic fungus capable of destroying the entire crop; (5) a good shoot is straight, at least one-half an inch in diameter, eighteen inches long, and having a root covered with rootlets; and, (6) the shoots should be furnished with numerous buds close to each other.

Sumac shoots, intended for planting, are gathered in the autumn, after the leaves have fallen. They must be carefully preserved in a nursery until spring. Every precaution must be taken to prevent the rootlets from injury due to excessive drying.

After the shoots are planted, the soil about them should be kept soft and free from weeds. During the growing season these conditions should be maintained by means of a cultivator and by occasionally passing through the rows with a plough.

Shortly after planting, when the shoot is well set, the young plants are pruned to a length of six to eight inches. After this, the plants are allowed to assume any form and are no further pruned, except when the leaves are collected, unless hand-picking is done. In the latter case, after the second year, pruning is done each year during the fall or winter. At this time, the plant is cut back to a height of six to ten inches. After the third year, the plant begins to produce shoots about its base. If not needed, for starting new plantations, these shoots should be removed each year, otherwise they weaken the plants.

The first crop of leaves is obtained during the year following the planting, usually about the end of August. The leaves from the upper part of the branches contain a much greater amount of tannin than those of the lower leaves. As has been indicated, during the month of August, the leaves have the highest tannin content. This is due to their dryness.

In collecting sumac leaves, all but the young and tender ones at the ends of the branches are stripped off and placed in baskets, in which they are carried to a threshing floor, where they are spread out in layers to dry. During the drying, the leaves are frequently stirred and turned over by means of a fork having wooden prongs, in order to prevent molding.

During the fall, before the remaining leaves on the branches have had time to turn red, they are collected. The branches are broken, just below the tuft of leaves, and allowed to hang suspended from the branch by a piece of bark, and left in this condition until the leaves are dry. The leaves

are collected and handled in the same manner as the other leaves. Sumac leaves collected in this manner are always of an inferior quality.

After the second year, the crops are larger and of better quality. The method of gathering or harvesting sumac, beginning with the second year's crop, differs from that of the first year. In Sicily, either one of two methods is followed: (1) by pruning; or, (2) by defoliation or hand picking.

The gathering of sumac leaves by pruning is the older method. It is less costly, because it requires less care; and, it is simple and rapid. On the other hand, pruning is injurious

to the future condition of the plant, as well as the quantity and quality of the subsequent crops.

The gathering of sumac leaves by the defoliation method, although much slower than by pruning, conserves the vigor of the plant and insures the uniformity of the crop, from year to year. Furthermore, the defoliation method reduces the necessity for frequent renewal of the plants.

Pruning Method

In Sicily, the harvesting of sumac leaves, by the pruning method, begins in May. The leaves which have reached full maturity are removed. During July, all of the branches bearing leaves are cut away, reducing the plant to the principal stem. In this manner the crop is harvested and the plant pruned in a single operation.

The harvesting of sumac by the pruning method is not limited to any definite period, as it varies according to the development of the leaves. This is indicated by the cessation of growth and increase in size. At this point, the leaves acquire their deepest green color, as well as their maximum weight and quality.

The harvesters cut off all leaf-bearing branches. The armful is placed on the ground so that the butts are in the direction of the prevailing wind. Another harvester deposits a second armful in the same place and then presses the pile with his feet. This constitutes a bundle. The young shoots which form about the base of the plant, because the leaves are not fully developed, are collected at a later time. However, if the shoots are to be used for stocks, for the making of new plantations the following year, care must be taken not to injure the buds.

Defoliation Method

The defoliation or harvesting by hand method is done whenever the sumac leaves are fully developed. Defoliation starts with the lower leaves and continues until the leaves are removed from the ends of the branches. This takes place at three different times: in May; in late July or early August; and in September. At the last collection, the extremities of the branches are broken down, and the leaves allowed to dry before removal.

According to the defoliation method, the pruning of the sumac shrubs is done in the fall or winter when the shrubs are dormant. Under these conditions the operation is regenerative, whereas the pruning method of harvesting the leaves has a strong deteriorating influence on the shrubs.

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What's Ailing New England's Shoe Industry?

It once produced 62 percent of the country's shoes, but today only 32 percent. It's main troubles: labor costs, lack of diversified output, inadequate merchandising, and non-identification of its products on the national market.

FOR the past 50 years New England's shoe industry has been on the downgrade. In this period it has consistently made fewer shoes, operated fewer factories, employed fewer workers. The only thing that has increased has been its mortalities, liquidations and exodus of its former factories. According to all evidence available, the decline of New England's shoe industry will continue downward. It has apparently lost its once-famed virility and initiative; at least other shoe sectors in the country have superseded it.

The facts and statistics demonstrating this contention provide an impressive array of irrefutable evidence.

Cold Figures

Fifty years ago, New England's shoe producing states (Mass., N. H., and Me.) produced 62 percent of the country's total footwear; today it is down to 32 percent, a fall of 50 percent. A half century past, Mass. produced 47.1 percent of the total as against about 17.5 percent today, a drop of about 70 percent. Significantly, these declines have been annually consistent over the 50-year period. The following table illustrates it more graphically:

% of Shoe Output				
Year	Mass.	N.H.	Me.	Total N.E.
1899	47.1	4.9	9.7	61.7
1933	21.4	5.7	6.0	33.1
1948	17.4	5.3	7.7	30.4

The exodus of shoe manufacturing firms and factories has also been impressive. Twenty-five years ago Mass. had 595 shoe plants, but today has only 245; N. H. in the same period fell from 65 to 54, while Maine just about held its own with approximately 46.

New England's once-celebrated shoe centers which were the core of the U. S. shoe industry—Lynn, Haverhill, Newburyport, Brockton, etc.—have shown steady shrinkage. Haverhill, which only 30 years ago

accounted for 25 percent of the nation's total shoe output, today accounts for a mere three percent. In 1905, Newburyport was a bustling shoe town with 28 factories with approximately 6,000 workers. By 1924 the factories numbered only 18. Today there are only four shoe factories there, employing a total of about 1,500, and two of the firms accounting for 1,200 of the workers.

In the past year alone in the Lynn-Haverhill area, 33 of 61 shoe factories have liquidated or moved out. Charles J. Goldman, legal counsel for the Lynn Shoe Mfrs. Assn., declares this 55 percent loss in this short period as "the greatest collapse of the shoe industry in history." He further states, "Lynn is the best place in the United States to make shoes. Historically it is the birthplace of the shoe industry in America. . . . Yet, in spite of all these favorable conditions there has been an exodus of shoe manufacturers to such an alarming extent that recently I caused a bill to be introduced in the Massachusetts Legislature asking that a commission be appointed to ascertain the reasons for the exodus."

A recent and critical blow to New England's shoe industry was the migration of the W. L. Douglas company from Brockton to Scranton, Pa. For 76 years this firm had been located in Brockton, but after a six-months labor-management quarrel pulled up stakes and left. The firm once employed as many as 3,500 workers.

Labor

Much of the plight of New England's waning shoe industry is blamed onto the labor unions. Most of the plants are under contract to one of two unions: the Brotherhood of Shoe & Allied Craftsmen, AFL, a New England local; and the United Shoe Workers of America, CIO.

In 1919, New England's shoe factories employed 114,000 workers.

Today it has dwindled to 79,000. Except for Los Angeles and the New York-Brooklyn areas, both of which make mostly high-priced footwear requiring more detailed operations and hence higher rates, New England wage rates are higher than in any part of the country.

The relation of direct labor cost to the factory selling price per pair averages 23.18 percent for the nation. In the Lynn-Haverhill area the direct labor cost averages between 25-40 cents. In this same area the union has negotiated contracts providing for a 75-cent minimum hourly, progressing to 80 cents in four months. But the same union contract provides for a 50-cent hourly minimum in Ohio, and 60 cents in Maryland.

Walter Espovich, counsel for the Haverhill Shoe Mfrs. Board of Trade, stated, "Twenty years ago Haverhill had a differential in labor. Now it has disappeared. Conditions in New England are not favorable due to high labor costs. . . . Haverhill as a high labor cost area gets only the overflow of business."

Is New England's higher labor cost offset by a higher productivity? A Bureau of Labor Statistics study showed that from 1939 to 1945, for the country as a whole there was an 8.8 percent reduction in labor time per pair of shoes, and that New England shoe plants increased output per man-hour more than producers located in other major centers.

On the other hand, Charles J. Goldman, counsel for the Lynn shoe manufacturers, recently told Labor Secretary Maurice J. Tobin, "Not only has Massachusetts the highest labor cost in the country for workers on women's popular-priced novelty shoes, but also the lowest rate of production of shoes."

Poor Marketing

New England is a heavy producer of women's novelty and playshoes in



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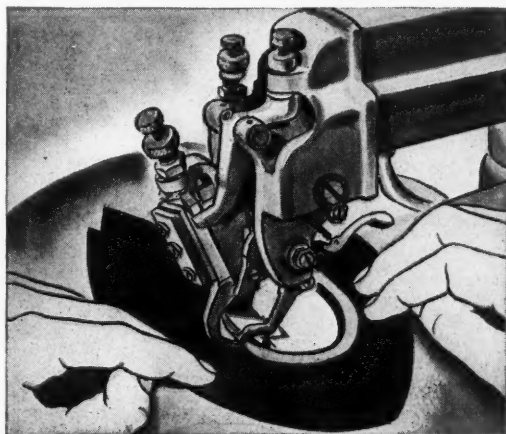
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The Rapid Folding Machine Model J is a typical product of **USMC** research in that it improves the efficiency of the *operation* while reducing fatigue of the *operator*. Your local United branch office will be pleased to show you how this machine can bring these advantages to *your* production.



New design and highly synchronized timing of the 5 work-handling parts results in greatly improved mechanical control of the work. Thus the operator's job is made easier and at the same time the operator is able to give more attention to quality and uniformity without loss of volume. All internal parts are splash lubricated — only a few points at the machine head need daily oiling. *This means almost no maintenance cost and "down" time.*

**UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS**

the popular-priced field, concentrating on lines selling at \$8 and lower retail. Also, especially in the Brockton area, it has been in the forefront producing high-priced men's dress shoes, though non-New England firms have been steadily cutting into this field. It produces relatively few infants' and juvenile shoes—about 10-13 percent of the nation's total, though of all shoes combined it produces about 32 percent of the total.

A survey by the Federal Reserve Bank of Boston has revealed that only about 43 percent of New England's shoe firms make branded footwear, while 51 percent produce "make-ups" or buyers' brands, while six percent make non-branded lines. Non-identification of its products is one of New England's festering sores. It is common knowledge that mortalities among shoe firms are substantially higher among those making non-branded or buyers' brands footwear.

For instance, 49 percent of its women's shoes are sold to chain stores with buyers' brand names; 28 percent are sold to wholesalers and jobbers. Thus, 77 percent are sold without brand name.

Of children's shoes, 41 percent are sold to chains, wholesalers and job-

bers. Men's shoes, however, are sold largely on brand name.

Retail Outlets For New England-Made Shoes, 1947*			
Outlet	Men's	Women's	Juvenile
Affiliated retail stores	44%	5%	—
Independent retailers	36	14	59
Wholesalers and jobbers	10	28	31
Mail order houses	4	4	—
Chain stores	3	49	10
All others	3	—	—

*Monthly Review, Federal Reserve Bank of Boston.

In 1947, 27 percent of all New England shoes went to chain stores; 26 percent to independent retailers; 21 percent to factory-owned shoe stores; 17 percent to wholesalers and jobbers; nine percent to other buyers.

While an estimated 80 percent of all New England-made men's shoes are branded, an estimated 80-85 percent of all women's and children's shoes are not identified with the manufacturer's name.

Promotion And Merchandising

Though 87 percent of New England's shoes are sold outside of New England, the producers as a whole have failed to promote their shoes adequately. For example, while the St. Louis (Eighth Federal District) shoe manufacturers account for about

17 percent of the total shoe production, they spent in 1949 around \$5,000,000 in national advertising—or about one-half the total spent by all shoe manufacturers combined. On the other hand, New England, accounting for 31 percent of the total output, spent an estimated \$1,000,000 in national advertising, or 10 percent of the total. Stated the Federal Reserve Bank of Boston report: "There was a marked indifference to advertising in printed media among the surveyed manufacturers."

Four Problems

New England's shoe industry appears, from all the evidence, to be suffering from four problems: (1) wage costs and labor differences; (2) lack of diversification in its type of footwear produced; (3) inadequate merchandising and promotion; (4) non-identification of its footwear sold in the national market.

New England has an abundance of skilled shoe factory labor available to local factories. But unfortunately wage rates inequitable with other sectors of the country provide a serious disadvantage for New England producers in a highly price-competitive

(Concluded on Page 24)

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How To Conduct A Tannery Safety Meeting

By Eugene E. Reske, Safety Director
J. Greenebaum Tanning Co.

A SAFETY program that works is today recognized as a minimum requirement in the tannery. The stimulating force of our activity is the safety meeting. How this is conducted is determined by the structure, purpose and results of the over-all effort toward accident prevention. We have formed an organization, identified a purpose and have certainly produced some results. All this is inseparable from, and comprises the principal part of the safety meeting, which has become a real part of the regular monthly schedule at the tannery.

All foremen and department and plant supervisors are members of the safety committee. The plant nurse is secretary. Every possible hazard in any part of the plant, laboratory, office, stock rooms, loading docks, etc., becomes a direct responsibility of one member of the safety committee.

Workers Kept Aware

From time to time selected workers from the various departments are invited to attend the safety meetings. This is done often enough to keep the workers aware of this controlling activity in the safety program. When two or three workers attend a meeting of twenty foremen, supervisors and executives, and the entire theme of the meeting is safety, a profound impression is created in the workers' minds, and this impression is very effectively transmitted to their fellow-workers in the days following the meeting.

Our safety meetings are held on the third Wednesday of each month, except during June, July and August when it is held on the third Saturday. Nothing is ever permitted to interfere with this schedule. The Saturday meetings are called at 5:30 p.m., opened with a good dinner in a private dining-meeting room and continue into the evening as long as is necessary to cover all phases and discussions of safety. This arrangement prevents any attending member

being called out of the meeting to take care of one thing or another in his department.

Meeting Procedure

The safety meeting is conducted generally according to standard rules of parliamentary procedure. After the reading of the minutes of the preceding meeting, the chair calls upon the inspector appointed the previous month to read his recommendations. These comments and recommendations are the result of a thorough inspection of the entire plant, buildings, grounds, fences, etc., representing from eight to possibly 24 hours' work. The recommendations are incorporated, immediately, into a continuous list of unfinished recommendations.

When the inspector has completed his report, the foreman of the maintenance department, in conjunction with the plant building superintendent, makes a detailed report of completed recommendations since last meeting. The foreman or supervisor responsible for the area where a recommendation has been reported completed acknowledges that the work has been satisfactorily done—or takes whatever exception he sees fit. When differences of opinion occur, the mind of the entire meeting processes and disposes of the differences. Finally, uncompleted recommendations, if any, from previous meetings are read by the chairman, and these are discussed by the entire group until a satisfactory means of disposing of them and eliminating the safety hazard is reached. After this the plant nurse is called upon, and she reviews orally a detailed written report which has been handed to every member, listing all injuries, no matter how minor, that have come to her attention, by type of injury, and by department. Frequency and severity rates, figured on basis of man hours worked and lost time, are

(Concluded on Page 36)

PIERSONNEIL

▲ Benjamin Gluck, president of International Leather Co., Inc., New York City, serving as chairman of the Hide & Leather Division for the March of Dimes in New York, is asking the trade to go all out in the drive against polio. Contributions are for the National Foundation for Infantile Paralysis.

▲ Cleveland Lane has been appointed manager of the newly-formed Public Relations Division of the Pennsylvania Salt Manufacturing Co. Lane previously served as Pennsalt account executive with Geare-Marston's public relations department.

▲ C. R. Herberger, chairman of the board of Butler Bros., Inc., Chicago, has relinquished active participation of the management. Bert R. Prall has been made chief executive officer with full responsibility for management.

▲ Ervin C. Manske of E. C. Manske Leather Co., St. Louis, has been elected president of the newly-organized sales advisory group of Western Leather Co., Milwaukee.

▲ Paul Hosmer, chemist for the past 10 years with White & Hodges, Inc., Everett, Mass., maker of tanners' oils and greases, has been named representative for the New York, Pennsylvania and Mid-West, effective Feb. 1.

▲ Charles Balansky, well-known making room foreman, is now with Vocraft, Brooklyn manufacturer of women's high grade shoes.

▲ Vice president Jean R. Keith has been promoted to executive vice president of Geo. E. Keith Co. At the firm's annual meeting, Harold W. Copeland and Arthur I. Loheed were promoted to vice presidents. President Harold C. Keith, vice president Willis Nye and secretary George H. Leach were reelected.

▲ Alfred B. VanLiew, vice president and treasurer, and John J. Simmons, director of sales and service for the past quarter century, are retiring from active service with the Martin Dennis Co., Division of Diamond Alkali Co. VanLiew is 73, Simmons is 70, and their combined service records, totaling 75 years, underscore the important roles they have played in the development of Martin Dennis as one of the nation's primary producers of chromium chemicals used in the leather industry.

▲ Dennis A. Riordan has been elected treasurer of Hooker Electrochemical Co., Niagara Falls, N. Y. He succeeds John F. Bartlett who retired as treasurer and assistant secretary last Dec.

▲ Harold P. Wilhelm, formerly with Shalimar Gloves in the Mid-West, has joined Grandoe Gloves, Inc., as mid-west sales representative.

LETTERS

Sirs:

The editorial "New England's Industry—Fading Flower" in the January 21 issue of *Leather and Shoes* in our opinion is not only misleading and contains half-truths, but is also derogatory to the New England shoe industry.

If your editor is concerned with the welfare of New England—which he evidently is not, from the language used—then a constructive editorial would include a brief analysis of conditions in the United States shoe industry as well as all other shoe producing areas, such as New York and Pennsylvania, the Ohio region, St. Louis district, and California. The reader then would be in a position to judge the status of New England versus the nation's, or other regions', production.

To list only a few of the half-truths in this statement: First, despite W. L. Douglas Shoe Company's cessation of operations in Brockton last year, 1949 Brockton output was 250,000 pairs greater than for 1948. How bad is this for Brockton?

Second, why compare New England's output with 50 years ago when factory conditions, machinery and methods of operation were so different than today? We do know that in 1923, twenty-five years ago, when normal conditions prevailed after World War I, that the New England shoe industry produced 128,497,002 pairs, or 36.5 percent of U. S. output. In 1949, New England's output is estimated at 150,000,000 pairs, or 32.5 percent of a U. S. output of 460 million pairs. How decadent does New England now look?

In 1923 New England employed 92,723 shoe workers out of 225,216 in the industry. In 1949, New England's employment is approximately 80,000 out of 240,000. I think any business man would agree with me that New England is strong and still leading the industry when the record shows a gain of 22,000,000 pairs with 12,700 fewer workers in this period—this best indicates also the increased productivity of New England shoe workers—still a very important asset.

There are many other such facts I could cite. But New England needs no defense from anyone. What your paper needs is a more understanding attitude to the shoe industry, which your paper is supposed to serve, as well as a more scientific approach and better use of facts, in the preparation of any such editorial.

MAXWELL FIELD
Executive Vice President
New England Shoe and
Leather Assn.

Dear Mr. Field:

We regret your opinion that our editorial was derogatory to the New England shoe industry. We are afraid you have misconstrued both the sincere tenor and the supportable facts as we presented them. As to the editorial being "misleading" and containing "half-truths," let's see.

You state that "despite W. L. Douglas Shoe Company's cessation in Brockton last year, 1949 Brockton output was 250,000 pairs greater than for 1948. How bad is this for Brockton?"

Why do you make your comparison for only one year? Let's see the real picture. In 1948, the Hoyt Associates, noted industrial consultants, conducted a survey of Brockton for the city's Committee for Economic Development, showing the real plight of the city. A few of its distressing findings:

In 1948, Brockton had 50 percent fewer workers in the shoe industry than in 1919. It produced eight percent of the nation's footwear in 1919, 3.1 percent in 1944, 2.8 percent in 1946. From 1920 to 1947, 10 shoe firms with nearly 1,700 employees moved out of Brockton, and 58 firms with over 4,000 workers liquidated. Despite some new firms that moved in, there was a net loss of over 3,000 jobs. Stated Hoyt, "Since 1938, the Brockton area has been leading the jobless parade in the entire state of Massachusetts."

We compared New England's shoe output over a 50-year period because industrial shoemaking began at the turn of the century, not merely 25 years ago. But why do you select 1923 as a typical year of comparison? According to the Bureau of Census, Dept. of Commerce, in 1919 New England made 48 percent of the nation's shoes; in 1921, 41 percent; in 1923, 37 percent; in 1948, 30.4 percent.

For the past 25 years New England's proportion of the total shoe output has remained virtually static. For instance, in 1925, 33 percent; 1935, 34 percent; 1940, 34 percent; 1945, 33 percent; 1949, 32 percent. But production figures alone shade the real answer. For instance, the mortality rate among New England shoe firms is generally higher than for other major shoe centers or the national average for the industry.

Using your own figures, in 1923 New England employed about 40 percent of the total U. S. shoe workers. By 1949 this had fallen to 33 percent. You state that a gain of 22,000,000 pairs with 12,700 fewer workers in this 25-year comparison "indicates the increased productivity of New England shoe workers." We refer again to Dr. Hoyt: "The improvement in shoe machinery has cut down the number of workers that are needed by the (Brockton) industry. This, however, is simply in line with the national trend."

We must also point out that in the past 26 years (since 1923) our population has increased by 38,000,000. On the basis of our average per capita shoe consumption

of three pairs, this should have accounted for a difference of about 115,000,000 pairs of shoes. A look at actual production figures proves this to be true: 1923, 351,000,000 pairs; 1949, estimated 460,000,000 pairs, a difference of 109,000,000. But between 1923 and 1949, New England's increased pairage was 22,000,000 pairs, or only 20 percent of the national increase. Thus New England, accounting for about 33 percent of the national shoe output in an average year, is found to be "short" 13 percent of what should have been its share of the national increase.

We, too, could cite many other facts and figures supporting the essential factuality of the statements that appeared in the editorial. As to the "scientific approach" you suggest—what is more scientific than truth? As to our need of "a more understanding attitude to the shoe industry," would you suggest that such consists of evading the realistic facts?

We are profoundly dedicated to the success of this industry. We believe that success for this industry—as for all things—is best achieved by facing realities, thus enabling us to help us help ourselves. We believe that we can best serve New England's shoe industry, as well as help to make a better future for the industry as a whole, by honest straightforwardness and constructive suggestion. We sincerely regret that you have misconstrued this seemingly obvious intent.

THE EDITORS

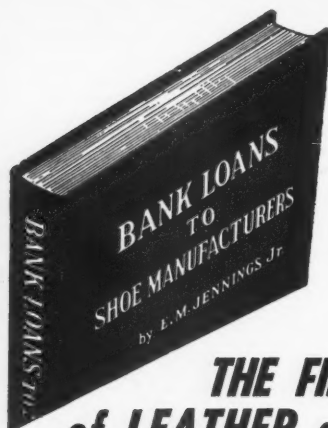
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29	30	31				

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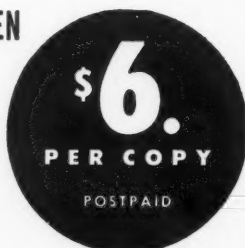
by
E. Morton Jennings, Jr.,
Assistant Vice President
First National Bank of Boston

THE FINANCIAL HANDBOOK of LEATHER and SHOE INDUSTRY

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What's Ailing . . .

(Concluded from Page 20)

national market. Until and unless the labor unions create a better level of equity, or counterbalance the higher rates with higher productivity, the slow dissolution of New England's shoe industry will continue.

The average New England shoe factory is much smaller than the national average. Among them are many marginal producers. New producers frequently make little attempt to diversify their production, but rather set up in open competition with a type of product already glutted in this locality. Women's playshoes, for example. They have not studied the advantages and opportunities of more diversified production.

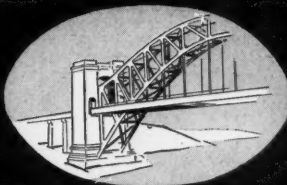
Its promotional and merchandising methods have, as a whole, been behind the pace and modernity of the national scale as a whole. Its outlay of promotional funds has, in many instances, been regarded as an "added expense" rather than an item essential to successful business operation.

Lastly, the emphasis on output of footwear not identified by company brand or the manufacturer makes the manufacturer extremely vulnerable.

New England has not realized its vulnerability in several parts of its industrial anatomy. Typical is the fact that though there has been a steady migration of factories and business out of New England, its remaining industry has not stopped to make an analysis why, nor an effort to prevent the exodus and rebuild itself. If such steps were taken, there is every probability that New England's shoe industry could show a healthy resurgence.

(NOTE: Articles analyzing other important shoe centers in the U. S. will follow in forthcoming issues of LEATHER AND SHOES.)





When You Build a Bridge Between Toe and Heel Select from these Basic Designs

Well-fitted shanks are essential in preserving the work of stylist, last maker, and shoemaker. Much of their creative skill and craftsmanship can be lost unless the shank — strongest structural member of the shoe — fits properly and helps to maintain correct lines.

If your present shank fitting schedule leaves room for improvement in your shoemaking, you need United's shank fitting service by specialists. Judge for yourself in your own shoes the effectiveness of a properly fitted shank. Just ask your United Man.



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UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS



NEW IDEAS IN SHOE CONSTRUCTION

Closed Heel and Toe California

Figure 1 introduces the idea of making a closed toe or closed heel California shoe without resorting to the center seam down the center length of the vamp. The upper includes a somewhat sprung pattern and a vamp, either in cutting and springing by stitching the back seam, or by molding. This is important in showing the difficulty of making a satisfactory closed toe of this construction without some such pre-shaped effect.

Into this upper assembly a counter and box toe are stitched in; the counter and box toe being of a substance that later can be heated and reduced through chemical reaction to a hardened state.

Figure 2 shows this assembly, upper, sock lining, box toe and heel box in one stitched unit. How it got this way, so neat and shapely, may be left to one's imagination.

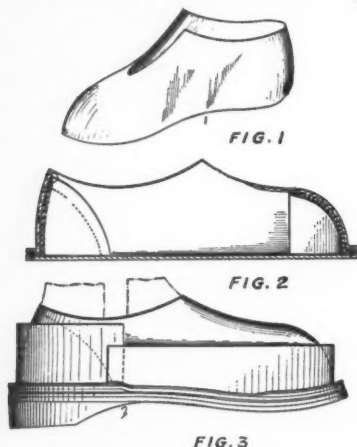


Figure 3 introduces a later stage wherein the last has been inserted, and the platform and wedge in position to wrapper last. The last obviously expands into position all the unshaped upper parts, called force lasting.

In some way not explained, this expansible last shown may be heated, and in this heated condition activates the calendered or thermoplastic box toe and heel. The desired temperature of the last varies from 250 to 300 degrees F.

Rather than stitch in the box toe and counter, heat may be applied to

their edges, merely enough to make for a tacky condition.

Inventor: Heinz W. Rollman, Waynesville, N. C., and Ernest E. Rollman, Los Angeles, Calif.

Flexible Slip-Lasted Shoe

Figure 1 shows the essential part of the upper used in this process. The upper is continued by tab-like ends of the lining. Note how it is stitched to the lining.

Before stitching the vamp, the vamp receives a crimping that tends to shrink the edges, lending a corrugated effect to them. It appears that special crimping machines do this work.

Figure 2 illustrates the upper brought together by zig-zag stitching. An Osann machine comes into the picture here to secure flatness of the seam made by drawing the tabs closely together, as shown. The upper leather extends over the edge of the last to lie as flatly as a flat-lasted bottom, giving the appearance of having been lasted through the conventional use of pulling-over and side-lasting machines.

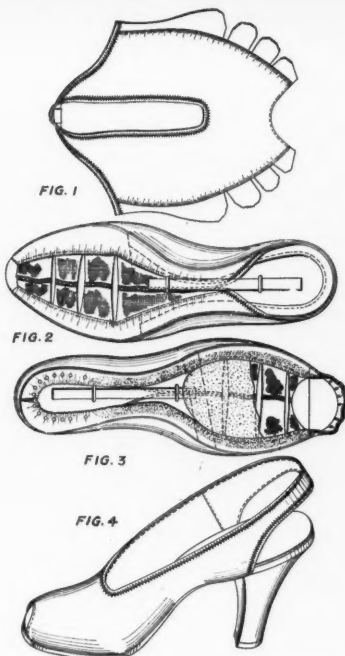
Figure 2 discloses that from the ball to the end of the heel the bottom receives support from a shank piece, leaving the forepart with only the sock lining between the foot and outsole to be attached. But in Figure 3, the forepart filler of a kind of sponge rubber may be seen. Here, then, is the key to the flexibility of this shoe.

In the case of closed toes, a firmer tip piece needs to be inserted as disclosed in Figure 3, to lend support for the toe to compare with the firm piece inserted into the heel base.

Figure 4 shows the finished shoe, not a California but a slip-lasted shoe. Thus the demarcation difference becomes clear that a slip-lasted shoe is not of necessity a California shoe.

In Figure 2 we visualize how the seam of the California has to hover about the feather of the insole or sock lining; but in slip-lasted shoes the integrating seam may be quite under the last or shoe bottom. It is a simple matter to attach a strip of leather, stitching, so that the seam will be just under the last edge when the upper is back-lasted. In short, this very strip of leather may be turned

to lie flat and so correspond to a Goodyear welt in appearance and making, using a Goodyear stitcher to



attach an outsole. In the finished state, these shoes look like a genuine Goodyear.

Inventor: E. Sanchioni; Needham, Mass.

Sturdy Platform Construction

Here is a new approach in platform construction. Figure 1 shows the shoe completely lasted over the insole, using staples for the heel and shank parts and cement for the forepart, indicating the use of staple lasting and cement lasting machines. Up to here there is nothing new in this construction except the feasibility of cement lasting in the forepart in this type of shoe.

Figures 2 and 3 introduce the main improvement, especially Figure 2. These two sections comprising the wedge and platform appear quite conventional except for the two cut away flaps shown in the covered platform of Figure 2. Here these two opposing flaps appear to be cut to cover a deeper area of the bottom than the remainder of the cover, and of course are pre-cemented.

Figure 4 gives ready explanation to the entire improvement. The flaps extend upwards and over the beveled edges of the wedge and are permanently cemented down, creating a

(Concluded on Page 36)



*Winter is hard
on sole leather...*
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STANDS UP!**

For the best possible service under varying climatic conditions you could not do better than to use our tannage. It has been tested under severe circumstances and has invariably come through rough weather and calm with credit. In the parlance of the day you will be sitting pretty when your orders for bottom stock call for

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LABOR NEWS

USWA Seeks Plant Removal Ban

Joint Council No. 13 of the United Shoe Workers of America, CIO, has demanded a ban on removal of playshoe and slipper factories from the New York area. The union is currently negotiating a new contract covering about 5000 workers in 65 plants operated by members and non-members of the National Assn. of Slipper and Playshoe Manufacturers.

In return, the Association is asking for the elimination of five and 10-cent hourly pay raises given in the 1948-49 contract expiring Feb. 15, and other changes. Included are changes in the piece rate system, computing of holiday and vacation pay, omission of severance pay, and elimination of insurance coverage for workers' dependents.

The union has also asked for a 35-hour week with a "corresponding wage increase . . . adequate for

compensation due to the shorter work week." Included is a 15-cent hourly pay raise for beginners (now making 75-cents per hour) and a 15-cent further increase within a year.

NLRB Finds Against Hide Co.

NLRB Trial Examiner Martin S. Bennett has recommended that Luzerne Hide & Tallow Co., Nescopeck, Pa., cease and desist from discouraging its employees from membership in labor unions or interfering with and restraining their rights to self-organization. Bennett also recommended that the firm reinstate seven complainants with back pay, place those for whom employment is not immediately available upon a preferential hiring list, and post compliance notices for 60 days.

Settle Somersworth Arbitration

Employees of Somersworth Shoe Co., Somersworth, N. H., will receive higher wages for certain operations and increased vacation pay as a result of a decision reached in an arbitration case between the firm and United Shoe Workers of America, CIO. According to George Fecteau, USWA territorial representative, edge trimmers will receive increased rates on a varying scale. Saul Wallen, U. S. Conciliator, conducted the arbitration hearing.

Washington, D. C.

• Imports of women's and children's leather gloves from France fell to a value of \$78,059 as compared with imports valued at \$117,086 during Oct., 1948. Imports from Italy were valued at \$22,307 during the month as against a value of \$16,123 in Oct. last year.

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DEATHS

Albert K. Pray

. . . 73, widely-known Pacific Coast leather and rubber broker, died recently in Los Angeles, Cal., after a short illness. He leaves his wife, Matilda; a daughter, Mrs. Jane Glazier; a son, Jack F. Pray; and two grandchildren.

Arthur K. Barnes

. . . 60, former advertising director of Armstrong Cork Co., died recently at St. Francis Hospital, Pittsburgh, Pa. He joined the company in 1916 and was appointed advertising director in 1932. He resigned in 1937 to enter business in California after 20 years with the Armstrong Co. Surviving are his wife, Margaret; a brother, Albert M. Barnes; and two sisters, Mrs. J. Willard Anderson and Mrs. Helen B. Pierce.

(Other Deaths Page 36)

Leather MARKETS

Market reported active this week. Prices hold firm. Advance at New Zealand auctions firms sheepskin prices. Bends over 9 irons slow, bellies active. Light-weight calf, heavy suede splits moving.

Sole Leathers

Boston market highly uncertain as tanners find buyers interested only in bends below 9 irons and then buying according to price rather than quality. Light bends move fast when available but many buyers reported price conscious even here. Heavy bends continue slow but tanners keep production at low ebb. Mediums move well up to 61c.

Philadelphia sole leather tanners report some improvement in repair leathers which are selling fairly well. There have been no price changes made. Factory leathers still slow with no indication of any change; however tanners have not softened their prices on factory bends. Tanners are sold out a month in advance on heads and bellies for which they got good prices—22c for heads and 46c for bellies.

Light Bends: 64-66c
Medium Bends: 56-61c
Heavy Bends: 52-58c

Sole Leather Offal

Boston sole leather offal dealers report market continues very active

in most selections. Prices varied, however. Both steer and cow bellies, which recently sold up to 48c, now bring a 45c tops with most sales at 42-44c. Double rough shoulders also easier with few sales reported above 68c. Result noted in wetting market this week. Single shoulders with heads on bring up to 52c for lights. Heads active at 22-26c. Fore and hind shanks a bit easier.

Bellies: Steers: 42-45c; Cows: 42-45c
Single shoulders, heads on: Light, 46-52c; Heavy, 40-44c
Double rough shoulders: 64-68c
Heads: 22-26c
Fore shanks: 31-33c
Hind shanks: 34-36c

Calf Leathers

New orders still a bit slower, according to Boston calf leather tanners. However, prices remain firm and tanners are still busy filling old orders. Lightweight calf continues to do good business with blue, black, brown, red and green drawing interest. Men's weights slower with brown and black leading colors, as usual. Suedes continue to do business. Here blue most wanted.

Men's weights: B 90-1.06; C 85-1.00; D 75-94; X 70-84; XX 60c
Women's weights: B 93-1.06; C 87-97; D 80-92; X 70-86; XX 55-70c
Suede: 1.10-1.20; 1.03-1.10; 90-93c

LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1949 HIGH
CALF (Men's HM)	90-1.06	90-1.06	95-1.10	95-1.15
CALF (Women's)	85-1.06	85-1.06	90-1.10	90-1.10
CALF SUEDE	1.10-1.20	1.10-1.20	1.05-1.30	1.05-1.30
KID (Black Glazed)	70-1.00	70-1.00	55-80	70-1.00
KID SUEDE	70-88	70-88	50-75	70-90
PATENT (Extreme)	48-56	48-56	56-66	56-66
SHEEP (Russet Linings)	18-23	18-22	18-20	19-23
KIPS (Corrected)	57-61	57-61	54-60	57-61
EXTREMES (Corrected)	45-53	45-53	48-53	48-53
WORK ELK (Corrected)	44-54	44-50	52-56	52-56
SOLE (Light Bends)	64-66	64-66	68-70	68-72
BELLIES	42-45	44-48	36-39	44-48
SHOULDERS (Dble. Rgh.)	64-68	64-72	58-60	64-72
SPLITS (Lt. Suede)	36-41	38-43	38-42	39-44
SPLITS (Finished Linings)	20-23	20-23	22-24	22-24
SPLITS (Gussets)	17-20	17-20	19-20	19-20
WELTING (1/2 x 1/8)	9-9 1/2	9 1/2-10	8 1/2	9 1/2-10
LIGHT NATIVE COWS	25-26	23 1/2-24 1/2	28-28 1/2	29 1/2

All prices quoted are the range on best selection of standard tannages using quality rawstock.



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BENDS
BACKS
BELLIES
SHOULDERS
HEADS**

EBERLE

TANNING CO.
Westfield, Penna.

Kid Leathers

Philadelphia kid leather tanners say business has shown more activity in the past week. Most orders are received for glazed in black, some blue and a little brown. Nothing said about bright colors which had been selling well very recently. Some orders received for suede, but these are for future delivery; they are the skins to be used when Fall cutting starts up. Most sales made in suede are black, with some brown.

Glazed prices unchanged but most sales made in the lower price levels—to the New England and Ohio Valley areas. Suede prices show a top level of 80c but here, too, most of the sales are made in the lower priced skins. Linings selling in the middle price ranges, mainly the 30c-40c ranges, although actual list prices are unchanged.

Slipper leather has quieted down after Christmas and is not expected to pick up in the near future as far as slipper manufacturers are concerned. There is a year-round demand from cowboy boot manufacturers but they take this type of leather in very large skins which are not too easy to get.

Suede: 35c-80c
Linings: 26c-53c
Slipper: 34c-60c
Glazed: 30c-1.10
Satins: 50c-1.10
Crushed: 35c-65c

Sheep Leathers

Results of New Zealand auctions take effect, according to Boston sheepskin tanners. Prices reported up an average of 20 percent on sheepskin, from 12-13 percent up on lambs. Although top prices remain at last week's levels, middle grades of naturals (12-15c bracket) bring up to 1/2-1c increases. Demand by cowboy boot manufacturers keeps these grades highly active. Low priced russets move well, also. Demand for export keeps tanners sold up here in leather bringing 7-8c. Tanners say New Zealand advances will cause garment sheep manufacturers to be priced out of market. Colored vegetable and chrome linings slow.

Russet linings: 23, 21, 19, 17, 13, 11c

Colored vegetable linings: 22, 20, 18, 16, 14c

Hat sweat: 26, 24, 22, 20c

Chrome linings: 26, 24, 22c

Garment grains: 25, 23, 21, 19c

Garment suede: 26, 24, 22c

Side Leathers

Boston market essentially unchanged. Tanners still report good sampling and sales in very best and very cheap tannages. In between

these, there is little business. Prices here merely nominal with sales made only after buyer and seller reach agreement. As a result, competition among tanners remains high. Moccasins manufacturers somewhat less active for heavy aniline types, sides, kips and extremes find good sales from other casuals manufacturers. High colors popular. Work shoe elk slow.

Heavy Aniline Extremes: B 53-56;
C 51-54; 45-47c
Corrected Kips: B 53-61; C 51-59;
D 49-57, X 43-50c
Corrected Extremes: 45-53; 43-49;
41-47; 38-44c
Corrected Large: 40-45; 38-42; 36-40; 33-37c
Work Elk: 44-54; 42-46; 40-44;
38-42c

Splits

Boston market continues not too active. Heavy suede splits in good demand as are flexibles, but other splits find slow going. Some light suede wanted in white and high colors. Blue still leading color. Finished linings, gussets only fair; work shoe moderate.

Light suede: 36-41; 34-39; 32-36
Heavy suede: 44-47; 42-44; 39-41c
Retan sole: 40, 38, 35, 33, 30c
Finished linings: 18-20; 20-22; 22-23c
Gussets: 17-20c

Welting

New orders for regular Goodyear welting not plentiful. Prices fairly firm but pressure continues for a 9c basis. Specialty welting continues to attract widespread attention. Younger men, particularly, look upon specialty welting as a high style item. Synthetic welting holds its share of market in field of lower priced welts, stitch-downs, etc.

Glove Leathers

This week Fulton County, N. Y. tanneries throw open their doors for those who wish to work. The response will determine the prosperity of this community for the coming year. It will also have considerable influence upon the price of leather that glove manufacturers will have to pay. Inventories are non-existent and the available supply is inadequate. Manufacturers with orders on hand do not hesitate to pay above the scale for leather to keep their factories going.

Under ordinary circumstances, prices of hair-type leathers would have declined moderately at this time. However most dealers and tanners are of the opinion that present prices will not be disturbed if the mills open, and may even be advanced.

Belting Leathers

Philadelphia belting leather tanners report business fairly slow. Tanners haven't much on hand, but are selling what they do have in various weights. The hide market has weakened slightly, but it should be down since the season is approaching when the yields are at their poorest. Prices have held firm this week.

Tanners claim that when prices in hides went up, they generally absorbed the increase and did not raise their own prices. Now that hides have eased up, they do not see their way clear to lowering their prices any further, although customers have been asking for this. So far, sales are made at prices which, for the most part, are as quoted last week. Shoulders are selling fairly well at firm prices, for waist belting and welting.

Curriers say business is slow, but to date prices have not changed. Some curriers have announced an advance price list to be issued around February 1st, which will show a general price increase. It is felt generally that this is a method used to try and stimulate business, since in reality—in some instances—sales are made below current list prices. Not all curriers are planning to go along with the proposed new prices.

Waist belting has eased off after an unusually long season, but it is expected to pick up again for the Easter trade. However, the volume of sales not expected to equal pre-Christmas business. Prices on shoulders unchanged.

AVERAGE BELTING PRICES

No. 1 Ex. heavy	91c
No. 1 Ex. light	97c
No. 2 Ex. heavy	87c
No. 2 Ex. light	94c
No. 3 Ex. heavy	85c
No. 3 Ex. light	88c

RANGE OF CURRIED PRICES

Curried Belting	Best Selec.	2nd	3rd
Bend Butts	1.18-1.33	1.14-1.30	1.09-1.15
Centers 12"	1.48-1.64	1.41-1.60	1.31-1.31
Centers 24"	1.42-1.62	1.37-1.58	1.29-1.30
Centers 28"-30"	1.33-1.57	1.31-1.54	1.22-1.30
Wide Sides	1.08-1.30	1.04-1.26	.99-1.08
Narrow Sides	1.00-1.13	.97-1.09	.90-1.04

(Premiums to be added: X-light plus 10-13c; light plus 5-13c; X-heavy plus 8-10c.)

Work Gloves

Little or no let up in demand for split leathers for the work glove industry. Tanners report market from steady to firm and no change in list prices. Demand for split leathers has kept tannery operations at nearly full capacity during the past week with prospects said to be good for the immediate future.

Light-medium	19, 18, 17c
Light	18, 17, 16c
Medium	20, 19, 18c
Heavy-medium	21, 20, 19c



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BLACK AND COLORS

AMALGAMATED LEATHER CO'S, INC.

WILMINGTON 99, DELAWARE

Bag, Case and Strap

Tanners have reversed their opinion of this market from a week ago and are currently describing it as soft. The raw stock market had much to do with this change of ideas. There has been no actual price adjustments at the moment but tanners strongly indicate that with further reductions in raw materials, there will ultimately be some changes made in bag, case and strap leather. Meanwhile, demand for most grades has been quiet this week. In fact, some tanners expect that during the next 3 to 4 weeks tannery operations should be at full capacity.

2 ounce case	44, 41, 38c
2½ ounce case	47, 44, 41c
3½ ounce strap	55, 52, 49c
4 ounce strap	58, 55, 52c
5 ounce strap	62, 59, 56c

Garment Leathers

Further advances in the raw stock market has helped sheep leather prices for the garment industry to maintain their currently strong levels. Demand is termed good for all selections and volume business during the past week described as good. Garment suede sheep leather selling in a range of 27-26c and down to 25c while grain leathers priced at 29c, 27c, and 25c. High colors in grain garments bring about 2c more.

Horsehide leather for the garment trade also unchanged and holding at firm prices. Around 36c listed as an average price for horsehide leather while better quality grades bring up to 39c and 40c.

TANNING Materials

Steady prices prevailed in the Raw Tanning materials market this week but business was only moderate, somewhat duller even than earlier in January.

Tanning Extracts were in a similar position as buying interest was not very active and this first month of the new year will be a relatively poor one. Quotations were unchanged.

Raw Tanning Materials

Divl Divl, shipment, bags	.....\$66.00-67.00
Wattle bark, ton	.....\$65.00 for "Fair Average" and \$62.50 for "Merchantable"
Sumac, 28% leaf	.....\$72.00
30% leaf	.....\$75.00
Myrobalans, J. 1s, \$52.00-\$53.00	
(Crushed \$77.00) J. 2s	.....\$48.75
Valonia Cups, 30-32% guaranteed	.....\$53.00
Valonia Beards	.....\$81.00
Mangrove Bark, So. Am.	.....\$63.00-\$64.00

Tanning Extracts

Chestnut extract, clarified, 25% tannin, tks., f.o.b. works	.....lb. .037
Bbls., c.l.	.....lb. .043
Powdered, bags, c.l.	.....10
Cutch, solid Borneo, 55% tannin, plus duty	.....07
Gambler Extract, 25% tannin, bbls.	.....09½
Hemlock extract, 25% tannin, tk. cars, f.o.b. wks.	.....0525
Bbls., c.l.	.....05%
Oak bark extract, 25% tannin, lb. bbls. 6½-6¾, tks.	.....06¾
Quebracho extract	
Solid, ord., basis 63% tannin, c.l. plus duty	.....8 5/16
Solid, clar., basis 64% tannin, c.l.	.....09
Liquid, basis 35% tannin, bbls.	.....08
Ground extract	.....16¾

Powdered super spruce, bags, c.l.	.....05½; l.c.l.
Spruce extract, tks. f.o.b. works	.....01¾
Wattle bark, extract, solid	.....06¾

Tanners' Oils

Cod oil, Nfld., drums	.....85
Castor oil No. 1 C.P. drs. l.c.l.	.....20
Sulphonated castor oil, 75%	.....16-17
Cod, sulphonated, pure 25% moisture	.....11¼
Cod, sulphonated, 25% added mineral	.....10¼
Cod, sulphonated, 50% added mineral	.....09¼
Lined oil tks., c.l.	.....16
drums, l.c.l.	.....183
Neatsfoot, 20° C.T.	.....27
Neatsfoot, 30° C.T.	.....25
Neatsfoot, 40° C.T.	.....19
Neatsfoot, extra drums	.....22
Neatsfoot, No. 1, drums	.....24
Sulphonated, sulphonated, 75%	.....16-19
Olive, denatured, drs., gal.	.....175
Waterless Moellon	.....14
Moellon, 25% water	.....12¼
Artificial Moellon, 25% moisture	.....11¼
Chamois Moellon	.....10
Common degreas	.....10-13
Neutral degreas	.....22-24
Sulphonated tallow, 75%	.....09-10
Sulphonated tallow, 50%	.....07-08
Sponging compound	.....11¼
Split oil	.....10-12
Sulphonated sperm, 25% water	.....16¼
Petroleum Oils, 200 seconds visc. tks., f.o.b.	.....11¼
Petroleum Oils, 150 seconds visc. tks., f.o.b.	.....13
Petroleum Oils, 100 seconds visc. tks., f.o.b.	.....11

Massachusetts

• Business of Superior Shoe Co., Boston footwear wholesalers, is in process of liquidation, it is reported.

• Cinderella Play House Co., Inc., Lowell manufacturer of infants' pre-welts, has changed its name to Sherman Bros. Shoe Mfg. Co., Inc., it is reported.

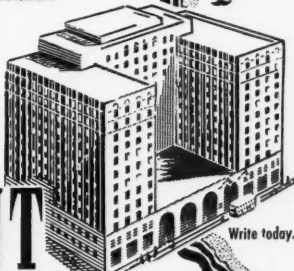
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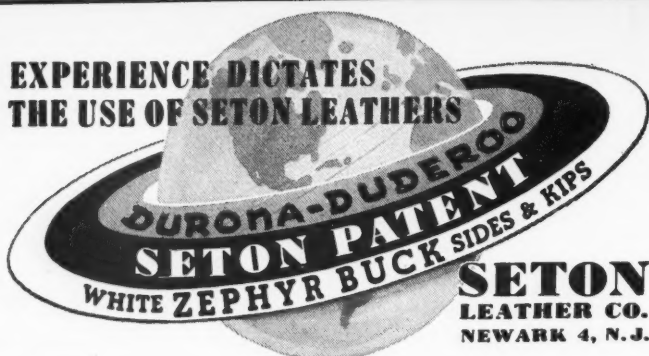
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SPOT News

Massachusetts

● United States Rubber Co. Sole and Heel Division of Providence, R. I., will open an office in the Boston Branch, 560 Atlantic Ave., of Feb. 1. The new office is expected to provide improved service facilities for both shoe manufacturers and jobbers. E. W. Colman will be in charge.

● Burns & McGuire Leather Co., Boston, has changed its name to Burns Cut Sole Co., Inc. Officers include Frank Burns, president and treasurer; Bessie Burns, vice president and assistant treasurer; and Joseph Wothern, clerk.

● Sales of Prime Manufacturing Co., Lynn, were greater in Dec., 1949, than in any previous month of the firm's history, according to company officials. Rapidly expanding use of the Prime Innersole process has increased sales of the patented rib and resulted in expanded production of the firm's rib-laying machine. The firm is presently trying to catch up on deliveries of the machine.

Rhode Island

● Felch-Anderson Co., Providence shoe buckle manufacturer, has erected a new building to house polishing drums and supplies. The building is 30 by 100 ft. of the Quonset type. The company is installing new machines in the main building to handle increased orders.

New York

● Ward Melville, president of Ward Melville Shoe Co., and Max L. Friedman, former head of A. S. Beck Shoe Corp., both of New York, have announced organization of the Boot and Shoe Committee to assist the National Conference of Christians and Jews in its work of building good will and understanding. Some 25 industry leaders attended the group's first meeting recently to formulate a program.

Illinois

● Hearings on the Industrial Waste Ordinance proposed by the Sanitary District of Chicago (L&S, Dec. 24, 1949) have been postponed to Mar. 14. A public hearing on Jan. 12 resulted in the continuance. The next meeting is scheduled at the Sanitary District Office at 10:30 a.m.

● The National Luggage Dealers Assn. has announced that it will not hold a luggage show in Chicago this Feb. The Assn., however, will hold its annual meeting on Feb. 13-14 at the Palmer House, Chicago.

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HIDES and SKINS

Big packer business continues slim. Tanners offer 1-2c less than sellers will take. As a result, rest of market waiting for big packer situation to clarify.

Packer Hides

Business in big packer hide market very slim this week as tanners failed to show interest in offerings at asking prices. Some bidding around at 1c less than last prices for branded steers; as much as 2c less for heavy native cows from the Riverpoints. Sellers would not go along up to press time. Some business in heavy cows did develop, however, with specialty tanners but the volume was not large. Prices were $\frac{3}{4}$ to 2c lower Chicago cows, $\frac{1}{4}$ c lower than the previous week.

St. Paul 2c lower than previous business in similar production hides. A few light branded steers sold steady with the market level as did a few light native steers by an outside packer. The light native steers, however, were Oct. forward hides which makes them considerably more desirable.

Market picture easy. Bids of 1c less on branded steers met with stiff resistance although sellers willing to drop their ideas $\frac{1}{4}$ c if tanners went along.

Packer Calfskins

A very nominal situation exists for packer calfskins this week. Tanners did not buy due partially to fact that offerings were very restricted. Undoubtedly more broad offerings would attract more interest but whether the price ideas of tanners would be near the offering prices is hard to say.

A small offering of northern light calf at 70c drew 68 $\frac{1}{2}$ c bids tops last week but this bid was withdrawn by

this week. Ideas on heavy calf hard to define. With no business recently to test the market since the 56c trading, it is a difficult market to peg. Last prices nominally prevail for northern calfskins. Lights quoted at 70c and heavies at 56c. Last business prices Riverpoint skins quotable at 50c for heavies and 60c for light.

New York trimmed packer calfskins unchanged at \$4.25 for 3 to 4's, \$4.75 for 4 to 5's, \$5.25 for 5 to 7's, \$5.75 for 7 to 9's, and \$7.25 for 9 to 12's. Big packer regular slunks quotable at \$3.50, hairless \$1.15.

Packer Kipskins

Extreme quietness in big packer circuit no help to the trade in figuring where kip business should next take place. Last trading at 42 $\frac{1}{2}$ c for northern and Riverpoint mixed native kip. Some straight northern kip might bring 45c on the market considered to be 42 $\frac{1}{2}$ c as might some straight Evansville kip. However, ordinary lots of mixed north and River skins will bring no more than 42 $\frac{1}{2}$ c.

Some offerings put out in the market during the past few weeks but they have been in very small volume. Tanners slow to respond to the offerings and there was no business transacted. New York trimmed packer kipskins quoted at \$8.15 for 12 to 17's, and \$9.50 for 17's and up.

Small Packer Hides

Lack of business in the big packer market has put the clamps on this market for the time. Offerings of small packer hides meet with cold reception and business is next to impossible to realize. Tanners have lowered their ideas due to pressure on the big packer situation and sellers have done likewise but still have not come within the price range of tanners on what few offerings have been made.

QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Native steers	20 -23	21 -24	20 -23	25 $\frac{1}{2}$ -26 $\frac{3}{4}$
Ex. light native steers	27	28	27	30
Light native cows	24 -25 $\frac{1}{2}$	25 -26	23 $\frac{1}{2}$ -24 $\frac{1}{2}$	28 -28 $\frac{1}{2}$
Heavy native cows	19 $\frac{1}{2}$ -20	20 $\frac{1}{2}$ -21 $\frac{1}{2}$	20 -21	23 $\frac{1}{2}$ -24 $\frac{1}{2}$
Native bulls	16 $\frac{1}{2}$	17 -17 $\frac{1}{2}$	17	17
Heavy Texas steers	17 $\frac{1}{2}$	18 $\frac{1}{2}$	18	24
Light Texas steers	21	22	19	24
Ex. light Texas steers	23	24	22	25
Butt branded steers	17 $\frac{1}{2}$	18 $\frac{1}{2}$	18	24
Colorado steers	17	18	17 $\frac{1}{2}$	23 $\frac{1}{2}$
Branded cows	20	21 -21 $\frac{1}{2}$	20 $\frac{1}{2}$ -21	23 $\frac{1}{2}$
Branded bulls	16 $\frac{1}{2}$	16 -16 $\frac{1}{2}$	16	16
Packer calfskins	56 -70	56 -70	55 -70	52 $\frac{1}{2}$ -65
Chicago city calfskins	40	40	40	35
Packer kipskins	42 $\frac{1}{2}$	42 $\frac{1}{2}$	42 $\frac{1}{2}$	40
Chicago city kipskins	30	30	30	26 -28

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Jan. 25	Close Jan. 18	High For week	Low For week	Net Change
March	18.30T	18.90T	18.90	18.30	-60
June	17.75B	18.25B	18.30	17.75	-50
September	17.65B	18.05B	18.10	17.69	-40
December	17.50B	17.90B	18.00	17.65	-40

Total sales: 116 lots

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LEATHER and SHOES

Quotations very sparse. About the only indicator is offering of 48/50 lb. average small packer allweight native steers and cows made at 22½¢ with tanners thinking around 21¢ at best. Some offerings priced slightly lower around 22¢ but tanners do not want to own those hides at that price. Some bids down to 20½¢ on 48/50 lb. average hides, but are quickly turned down by sellers. Offerings not abundant, sellers not having too many hides in their hands.

Country Hides

Buyers of country hides not sure of themselves in this market and will not be persuaded to trade until there is an establishment of prices in the big packer situation. Offerings of country 48/50 lb. average trimmed allweights made at 19¢ flat but sellers find no interest at that price. Buyers will not bid over 18¢ flat, according to the few indications around and it is felt that the hides could be had for a bid of 18½¢.

Country Calfskins

City and country calfskins market non-existent while there is no establishment of the big packer situation. Even though quotations nominally at last levels, tanners hesitate to trade at last prices for fear they will buy at too high a price. Last quotation seems holding for the market city allweight skins figured at 40¢ country allweights. Around 26¢ to 27¢ straight lights in both cases probably quotable slightly higher provided the market is unchanged. New York trimmed collector calfskins quoted at \$3.80 for 3 to 4's, \$4.30 for 4 to 5's, \$4.85 for 5 to 7's, \$5.30 for 7 to 9's, and \$6.30 for 9 to 12.

Country Kipskins

Country kip continues very quiet. Trade watches the big packer market with considerable interest in hopes that something in the way of trading will develop to help establish the market for outside skins. City skins also unchanged. Prices on city untrimmed kip around the 30¢ level with country untrimmed skins around 23¢ to 24¢, according to quality. New York trimmed collector kipskins are quoted at \$7.20 for the 12 to 17's, and \$8.00 nominal for the 17's and up.

Horsehides

Weakness currently noted in beef hide market has had little, if any, influence on the midwestern horsehide market. Noticeable lack of broad trading but this is mostly due to the scarcity of horsehides as a result of slow production.

Tanners still in market for horsehides at prices ranging from \$10.50 to \$10.75 for good quality northern trimmed lots averaging about 60 lbs. Lots weighing around 60 to 65 lbs. priced up around \$11 while even lighter weights bring more of a premium. Untrimmed hides command a premium of about \$1.00 over the trimmed figure. Southern hides quoted in a range of \$8 to \$8.50 although no sales noted this week. Tails valued at about \$1.00. Fronts unchanged and quoted \$7.50 to \$7.75 and prices ranged from \$3.50 to \$3.75 on butts 22 inches and up.

Sheep Pelts

Big packer shearing market currently enjoying good demand from the mouton trade and the shoe and slipper lining industry. This good buying has resulted in firm prices.

Sales involved number 1 big packer shearlings at \$1.60 to \$1.70, \$2.70 number 2's at \$2.15 and number 3's at \$1.70. Fall clips selling at \$2.75 to \$2.90. Late reports on January sale of Iowa Minn packer lamb pelt sale reveals that prices on Westerns were just fractionally under the \$4.25 mark rather than the \$4.10 to \$4.15 range. Natives sold about 50¢ less. Pickled skins slow in accumulating and sales limited. Prices quoted \$13 per dozen although inferior grades bring a dollar or so less.

Dry Sheepskins

Trading slow to develop and most selling quarters say buyers are out of the market or else seek prices considerably under the ideas of shippers. In general, shippers not making many offers as they feel they cannot realize prices commensurate with what they are getting in Europe and elsewhere.

With rising wool markets, the wool sheep auctions in Australia have been going up. At last Sydney sales, 42,000 skins were offered and market advanced two to four pence on one third and one half wool marinos and comebacks. All others unchanged to two pence dearer. At the Melbourne sales best lambs showed slight advances; others unchanged. Fair sized offerings are coming out of the Argentine but at prices that buyers here claim they cannot meet. Cape market in a similar position.

Shearings strong and advancing steadily in the primary markets. Latest reports from the Cape that shippers' ideas for ½ inch and up, 34 pence, c&f. No late offers of shorts as sellers claim to be well sold up. Other primary markets have also advanced with relatively few offers received.

The hair sheep markets continue firm even though relatively few sales noted to this country. Not many offers received and then at prices usually above the views of buyers here. Some spot lots of Brazil cabrettas sold at \$15.00 per dozen for regulars. Seller admitted that they did not go to the glove trade as these buyers will not meet this figure. For shipment, sellers have been talking from \$14.50 to \$15.00 per dozen up, depending upon districts and assortment. Specials bring the usual premiums. Cage gloves unchanged with sellers still talking 150 shillings for regular Cape Towns. Nigerians firm and few offers made as shippers busy filling commitments made with Europe. Some spot lots of Addisabebas available but holders unwilling to trade at bid levels as they cannot replace skins at origin at similar prices. Dry salted Sudans, Mochas, Mombasas, etc. descriptions are all firm but relatively quiet. Shippers have advised their principals that it is useless to offer to this market as they can do better in Europe.

Reptiles

Selling quarters state there is no real volume buying as most buyers waiting for the market to come down. Madras bark tanned whips, 4 inches up, averaging 4½ inches, 70/30 selection, said to have sold at 90-93¢ and further offerings at the inside while

**Brokers
&
Tanners'
Agent**



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AND
SKINS**

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Receiving
Service**

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**SOLID
POWDERED
LIQUID**

**THE
RIVER PLATE
IMPORT and EXPORT CORPORATION**

405 LEXINGTON AVE., CHRYSLER BLDG., NEW YORK

4 inches up, averaging 4½ inches, offered at \$1.00. Vipers, 5 inches up, averaging 5½ inches, 80/20 selection, offered at 50c. Alum-tanned Bengal diamond pythons, 8 inches up, averaging 9 inches held at 70c a foot and central sections, 8 inches up but no average, at 56c a foot. Bark tanned Bengal lizards, 60/40 selection, 9 inches up, averaging 10½ inches, held at 38c per skin. No change in Calcutta oval grain lizards.

Wet salted southern India alligators, 12 inches up, averaging 15 inches, held at 85c an inch. Not much business in Siam descriptions with some aers, 8 inches up, averaging 3 kilos and free of glue, selling at 30c and chouryes at 52c to 55½c for 2½-3 kilos, as to shippers. Spot lots of chouryes, 8 inches up, 90/10 selection, available at 60c.

Some business passing in Brazil back cut tejus, a lot 25/50/25 including 20% No. 2s selling at 46c and 46½c now bid but held higher while other assortments sold at 52c. Sellers ask 53-55c on additional lots of 10/65/20 including 5% 22/24 No. 2s. Ceara giboias held at 93c fob. for prompt shipment. No change in the Argentine situation with offers lacking until the license matter is straightened out and new quotas issued.

A combination lot of 7,500 Madras bark tanned whips, 4 inches up, averaging 4½ inches combined with 4 inches up, averaging 5 inches, 70/30 selection, sold at 95c.

Pickled Skins

The first 1950 New Zealand auction was held January 25th with 100 lots involving 21,002 dozen sheepskins and 134,104 dozen lambskins offered. The following prices prevailed in shillings and dollars. North Island sheep ranged from 122 shillings to 132 shillings 6 pence, equivalent to \$18.60 to \$20.11; South Island sheep ranged from 97 shillings 6 pence to 103 shillings, equivalent to \$15.06 to \$15.86 and all sheep ranged from 97 shillings 6 pence to 132 shillings 6 pence, \$15.06 to \$20.11. North Island lambs ranged from 70 shillings 6 pence to 84 shillings 6 pence, equivalent to \$10.65 to \$12.67. South Island lambs ranged from 65 shillings to 77 shillings, equivalent to \$9.86 to \$11.59 and all lambs, 65 shillings to 84 shillings 6 pence, equivalent to \$9.86 to \$12.67. Thirds and salted were not included. The dollar price was based on \$2.80 sterling, CIF and including 2½% commission.

Pigskins

A mixed market. Shippers at origin continue to have high ideas; buyers here only mildly interested and then at a price. Best bids for Manao grey peccaries \$1.90 fob. basis importers as against asking prices from \$2.10-2.20 fob., basis importers with blacks at 10c less. Some specials sold at \$2.35, basis manufacturers and regulars sold in a limited way at \$2.07½, basis manufacturers. Buyers will not accept offers at \$2.15, basis manufacturers.

Para blacks offered for shipment at \$1.75 fob. Chaco carpinchos held

at \$2.10 c&f. for shipment and bids 10c less refused. Some reports that spot lots available at less than asked for shipment.

Goatskins

Trading continues spotty. Overseas offerings firm and limited; tanners buy only when necessary. Prices continue to mount at most places of origin. European and British buyers still very active. India and Pakistan markets mixed, however, with latter offering 1200 lb. Amritsars at \$12.50 per dozen c&f. Some fair sales reported at \$12.00 and even \$11.50. Southern Indian Coconadas and Decans offered at \$12.00 and \$13.00 for 1.70/1.80 lb. skins, with recent business at lower figure.

Most shippers ask \$15.00 for Batis goatskins; tanners offer 25-50c less. Addis abebbes last sold at \$11.50. Berberahs quiet with \$13.50 to \$14.00 asked. Hodeidahs held at \$9.00—sales slow. Some shade dried Kenya Mombassas sold for \$12.00 for .95/1.00 lb. 30/50/20 skins but shippers now ask up to \$12.50. Red Kanos goatskins still firm with \$.30 per lb. c&f quoted basis the primes.

COMPARATIVE PRICES

INDIA & PAKISTAN	Today	Last Month	Year Ago
Amritsars (1200 lbs.)	\$12.00	\$11½.-12.	\$11½.-12½.
Best Patnas	\$10.50	\$ 9.50	\$10.00
Mosufferpores	\$11.00	\$10.50	\$11.50
Dinajpores	Nominal	Nominal	\$13.00
Daccas	"	"	\$14.50
Calcutta Kills	"	\$12.50*	\$14.40
Coconadas (1.70/1.80 lbs.)	\$12.-12½.	\$12.-13.	\$12.25
Decans (1.70/1.80 lbs.)	\$12.-12½.	\$12.-13.	\$12.25

CHINAS	Nominal	Nominal	Nominal
Szechuans lb.	80-85c	80-85c	"
Hankows lb.	"	"	"
Chowchings dz.	\$10½.-11.	\$ 9.60	"
MOCHAS			
Berberahs	\$13.25	\$12.50	\$14.25
Hodeidahs	\$9.00	\$ 9.00	\$ 8.50
Batis	\$14½.	\$14.00	\$17.00
Addis-abebbes	\$11½.	\$11.50	\$12½.-12½.
AFRICANS			
Algiers	\$11.75	\$13.	Nominal
Casablanca	Nominal	Nominal	"
Marakesh	"	"	"
Constantines	\$12.50	\$12.25	"
Orans	\$10.50	\$11.00	"
Tangiers	\$9.25	\$9¼.-9½.	\$10½.-11.
West Province			
Ex. Lts.	50c	50c	52c
Port Elizabeth	48c	48c	50c
Nigerians lb.	\$1.30	\$ 1.20-25	\$ 1.40-50
Mombassas dz.	\$11½.-12.	\$11½. 12.	\$8½.-12½.
LATIN AMERICANS			
Mexicans			
Matanzas, etc. (flat)	Nominal	Nominal	Nominal
Oaxacas	"	"	"
Venezuelans			
Barquismetos	53c	53c	54c
Coros	53c	53c	54c
Maracaibos	50c	Nominal	Nominal
(about)			
La Guayras	Nominal	"	"
Colombians			
Rio Hache	"	"	"
Bogotas	"	"	"
West Indies			
Jamaicas	\$1.10-15	"	\$ 1.00
Haitians	72-74c	72-74c	70-71c
Santo Domingos	58-60c	58-60c	55-58c
Brazils			
Cearas	\$1.25	\$ 1.20-23	\$ 1.35
Pernambucos	\$1.25	\$ 1.20-23	\$ 1.35
Bahias	Nominal	Nominal	Nominal
Argentines			
Cordobas/	70c	65c	"
Santiagos	45c	48-48c	"
Pampas	67-68½c	65-67c	67-68c
Paytas	Nominal	Nominal	Nominal
Peruvians	Nominal	Nominal	Nominal

"SUPERIOR LEATHERS"

Chrome Retan Sole Leather

In bends . . . shoulders . . . bellies . . . outstanding in its waterproofing and long-wearing properties . . .

"Katz Chrome"

The ideal leather for shoe . . . glove . . . and garment purposes.

Chrome Retan Upper Leather

A quality shoe leather . . . water resisting . . . easily worked.



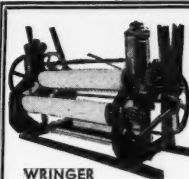
Also cow and horse sides

SUPERIOR TANNING CO.

1254 West Division Street, Chicago

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Chicago, E. Block - - - - - 128 N. Wells St.
Boston, Slattery Bros. - - - - - 210 South St.
New York, Simon Tannenbaum - - - - - 100 Gold St.



WRINGER

Also prepares chrome tanned sides and whole hides for the skiving and splitting machine.

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Olean, New York

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• Have been meeting the special requirements of the Tannery since 1859 . . . Write for Bulletin TP-629.

TABER PUMP CO

(Est. 1859)

300 Elm Street Buffalo, N. Y.

Tannery Safety Meeting . .

(Concluded from Page 22)

shown on this report, compared for progress with previous months and same month previous year, and these are interpreted in terms of "effectiveness" or "weakness" of the safety effort being put forth.

Each member of the safety committee is then called upon by name for any report, suggestion or comment regarding safety, which he may care to make.

Inspector's Report

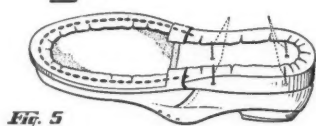
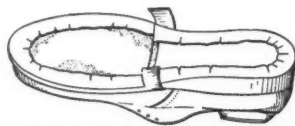
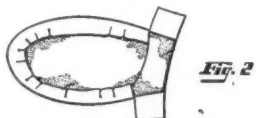
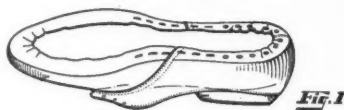
The inspector's report of recommendations, the reading of the completed recommendations, the precise and determined disposing of recommendations from previous meetings, and the nurse's summarizing report constitute a generously detailed airing of our safety program as it actually is in process, hour for hour, day for day, in the plant. Every item covered is timely, personal, vital. Every job and every operation is directly or indirectly touched upon somewhere in the course of the discussions. The composite mind of management, deployed over every part and movement of the plant, is systematically drawn through a review of what has taken place relating to safety and shown the cause and effect of each incident.

From the above, the step forward is theoretically easy. When cause and effect are clear, prevention can be acted upon. While the "how" and "what" to do are not intended in this paper, it is easy to see that this is the place in the course of the meeting to develop them—and from little "preventions" on to bigger ones, until the element of chance is reasonably obliterated from every operation and part of the plant.

New Ideas . . .

(Concluded from Page 26)

unique technic in locking the platform and wedge into one sturdily integrated unit.



The advantage of all this lies in smoother and more exact shoemaking; elimination of spreading and displacement that often comes through constant wearing of the shoe.

It might be observed further that Figure 5 proves how the stitching through of the insole, upper, and platform, and beveled end of wedge all make for sturdy and durable construction.

Inventor: N. J. Lissak, Brockton, Mass.

DEATHS

Henry Rilling, Jr.

. . . 76, leather and findings dealer in San Antonio, Tex., died recently after a short illness. Rilling was owner of the oldest leather and findings concern in the Southwest, established in 1868 by his father. The business will be continued by Roland Grasso, a partner of Rilling.

Marshall Nazro

. . . 71, executive vice president of Thompson Shoe Co., Brockton, died Jan. 24 at his home in Milton, Mass. Formerly with the Regal Shoe Co. in Whitman, Mass., Nazro entered the employ of the Thompson Co. as a salesman 33 years ago. He was elected vice president in 1944. A resident of Milton for the past 30 years, he was active in church and club affairs. He leaves his wife, Marion; two sons, Frederick T. and Roger A.; a sister, Mrs. Alma Rogers; and a grandchild.

I. Milton Barnet

. . . 68, president of Barnet Bros. Leather Co., Inc., New York City tanners, since 1932, died Jan. 19 in Doctors Hospital, New York. Barnet was a veteran of the leather trade, having entered in business some 55 years ago. He was a member of the Federation of Jewish Philanthropies, United Jewish Appeal and Anti-Defamation League of B'nai B'rith. He leaves his wife, Sadie; a son, Herbert; a daughter, Mrs. Wilbur C. Ashman; four brothers and a sister.

William H. Edwards

. . . 82, at one time head of J. E. Edwards and Sons, leather goods manufacturer, died Jan. 18 in Toronto, Ont., Canada. Born in England, Edwards came to Canada in 1871 and joined his father's leather business in 1874. He was elected to the Provincial Legislature in 1924 and 1926. Edwards was also a member of the Canadian Manufacturers Assn. and the Toronto Board of Trade.

(Other Deaths Page 28)

LEATHER

YESTERDAY—TODAY—
ALWAYS

DERMABATE

COMPOUNDS AND LIQUID EXTRACTS
AMERICAN EXTRACT CO. PORT ALLEGANY, PA.

Coming EVENTS

Jan. 21-25, 1950—Annual Mid-Atlantic Shoe Show, Philadelphia, Pa.

Feb. 11-14, 1950—Shoe Show by Pennsylvania Shoe Travelers Assn., William Penn Hotel, Pittsburgh, Pa.

March 5-8, 1950—Semi-Annual Allied Shoe Products and Style Exhibit for Fall, Hotel Belmont Plaza, New York.

March 7-8, 1950—Official Opening of American Leathers for Fall, sponsored by Tanners' Council of America, Waldorf-Astoria Hotel, New York City.

April 23-27, 1950—Fall Showing, sponsored by St. Louis Shoe Manufacturers Assn., Hotel Statler and other hotels, St. Louis.

May 2, 1950—Spring Meeting, National Hide Assn., Hotel Statler, Boston, Mass.

May 7-10, 1950—Fall Shoe Show sponsored by Southwestern Shoe Travelers Assn. Adolphus, Baker and Southland Hotels, Dallas, Tex.

May 7-10, 1950—15th semi-annual showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

May 14-18, 1950—Popular Price Shoe Show of America, sponsored by New England Shoe and Leather Assn. and National Assn. of Shoe Chain Stores, Hotels New Yorker and McAlpin, New York City.

May 21-24, 1950—Annual fall shoe showing of West Coast Shoe Travelers Associates, Sir Francis Drake, Plaza and St. Francis Hotels, San Francisco, Cal.

May 25-26, 1950—Spring Meeting, Tanners' Council of America, Atlantic City, N. J.

May 31-June 2, 1950—1950 Convention of American Leather Chemists Assn., French Lick, Ind.

June 4-5-6, 1950—Indiana Shoe Travelers' Association Fall Show, Hotel Severin, Indianapolis, Indiana.

July 23-26, 1950—Baltimore Shoe Club Show, Lord Baltimore Hotel, Baltimore, Maryland.

Sept. 6-7, 1950—Official opening of American Leathers for Spring, sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, N. Y.

Oct. 26-27, 1950—Annual Fall Meeting, Tanners' Council of America, Edgewater Beach Hotel, Chicago.

Oct. 29-Nov. 2, 1950—National Shoe Fair, sponsored by National Shoe Manufacturers Assn. and National Shoe Retailers Assn., Palmer House and other hotels, Chicago.

WANT ADS

ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situation Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.

300 W. Adams St. Chicago 6

Special Notices

Medium Size Tannery For Sale

WILL SELL half the interest, or all, of tannery now in operation. Located in growing industrial city, population 150,000. New building, 75% of machinery new. Could easily be extended to a much larger tannery. Don't write if not fully interested. Tannery and machinery are free from any debt. Address M-3, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Situations Wanted

Kid Suede

PRODUCTION MAN, technician, tanner, suede finisher, college education, Veteran II, age 42. Understands tanning—layout, equipment, machinery, lab, data, skin histology. Can get along with the help, keep cost economical. Has good record of saleable leather; can start subject from scratch or supervise existing manufacture. Remuneration request reasonable. Address M-6, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Plant Manager

TEN YEARS EXPERIENCE all phases Plant Management, techn., machinery and equipment, office help, cost accounting, specialized fancy leathers. Metropolitan New York preferred. Address A-9, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Partnership

YOUNG MAN, with long experience in leather manufacturing and dealing, seeks partnership in either field.

Address A-10,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

N. E. Representation

HAVE YOU a line of leather or other shoe materials that needs aggressive sales help in New England? I have had many years experience as buyer of shoe materials for a chain of shoe factories, know both the buyer's and seller's point of view. At present employed but want to open my own store in Boston shoe district. Apply Box Z-5, Leather and Shoes, 10 High St., Boston 10, Mass.

Rawhide Expert

RAWHIDE EXPERT with long experience in upper leather tannery and office work seeks position in tannery or with dealer in hides and skins.

Address A-6,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

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WANTED—Designer with complete knowledge of California process. Full time, steady position.

Address
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Passaic, N. J.

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FOREMAN FOR FITTING ROOM. A well established New York State factory has a vacancy for an experienced Fitter. Salary \$3036.00 to \$3714.00 per annum. Steady employment. No layoffs. State age and experience. Address A-11, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

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STANDARD GUARANTEES THE MOST PERFECT PLATES MADE, VARYING NOT MORE THAN 1 THOUSANDTH OF AN INCH ON BOTH SIDES, AT PRICES NO HIGHER THAN IMPERFECT PLATES.

STANDARD EMBOSSING PLATE MFG. CO.

Manufacturers of

SOLID STEEL ENGRAVED PLATES
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SMOOTH PLATES
ALL SUPPLIES FOR BUILDING BEDS

129-131 PULASKI STREET

NEWARK 5, N. J.

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and
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LIQUID · POWDER
WATTLE · CHESTNUT · SUMAC**

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1887

**STANDARD DYEWOOD
COMPANY, INC.**

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BUY RIGHT WITH COBBLERIGHT



N. BREZNER & CO., INC.

BOSTON 11, MASSACHUSETTS
TANNERY
BREZNER TANNING CORPORATION
PENACOOK, NEW HAMPSHIRE

Elk and Smooth IN
KIPS, EXTREMES AND SIDES

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Don't throw them away no matter how worn they are. We can repair your lasts by a special patented method at 75% savings on the cost of new lasts. Yet we will make your worn lasts as good as new. After lasts are repaired by our special patented method they can be repaired again several additional times.

Send 2 or 3 pairs of your worn lasts—we will return them to you repaired and remodeled, and there will be no charge for this trial.

MILWAUKEE LAST REPAIR CO.

602 S. 5th St.

Milwaukee 4, Wisconsin

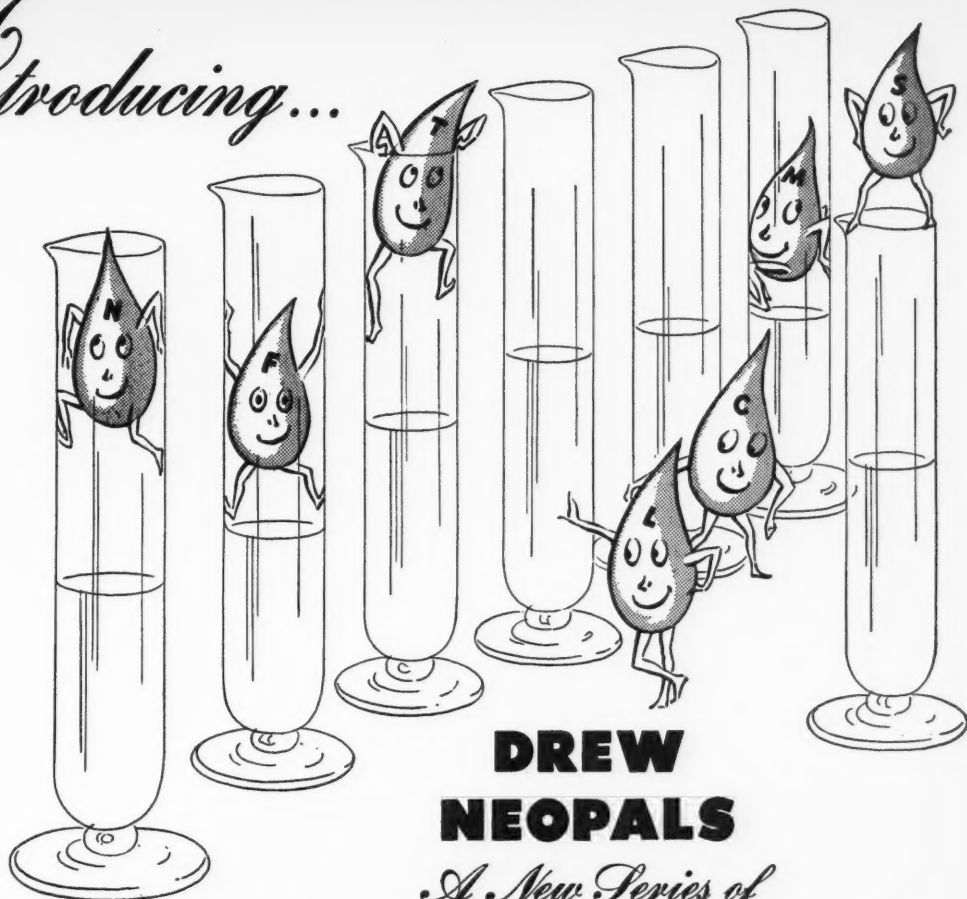
STRAUSS TANNING COMPANY, INC.

145-147 Lowell Street
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**QUALITY
WHITE SUEDE
AND
FLEXIBLE INNERSOLE
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*A New Series of
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Check these advantages!

- ✓ The finest selected raw oils combined with special *non-ionic* emulsifiers!
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DREW NEOPAL F . . . Cod or Fish Oils
DREW NEOPAL T . . . Bleached fancy Tallows
DREW NEOPAL I . . . Synthetic Esters
DREW NEOPAL C . . . Castor Oils
DREW NEOPAL W . . . Moellon
DREW NEOPAL S . . . Soya Bean Oils

Above products available in the following grades of solubility:

A—Greatest Solubility
B—Medium Solubility
C—Dispersible only in warm water

Write for Technical Bulletin

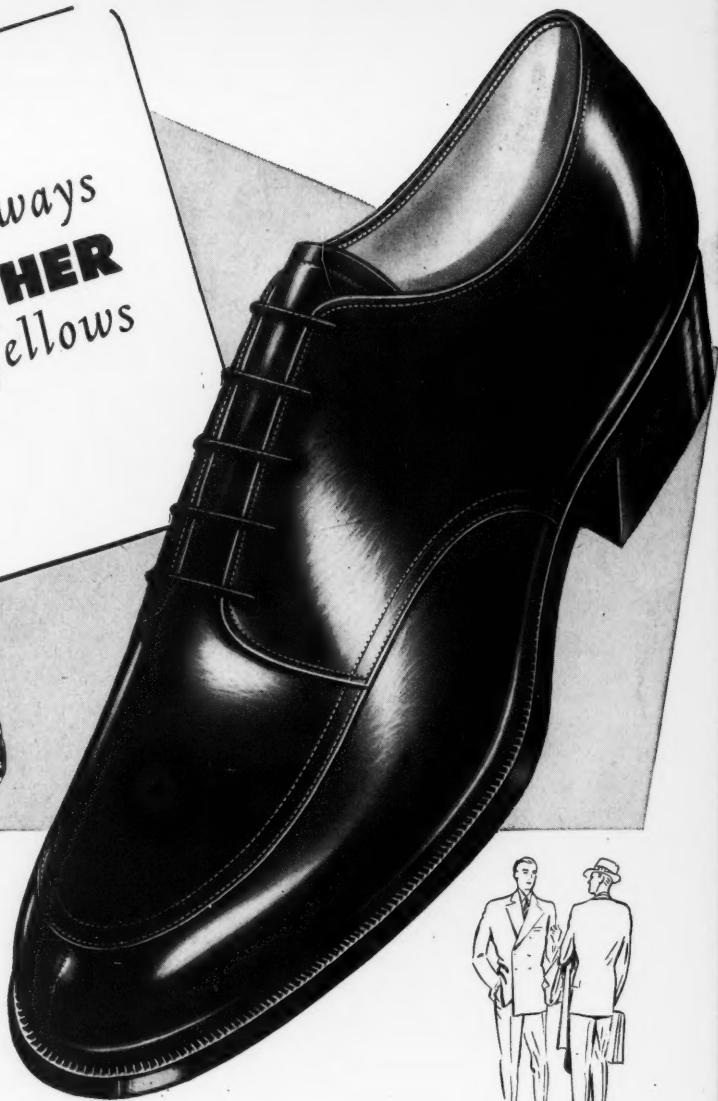
LEATHER OILS DIVISION

E. F. DREW & CO., Inc.

BOONTON, NEW JERSEY

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CALF LEATHER
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Women are not the only
 smart buyers. Men prefer calf
 leather shoes, too, because calfskin
 wears ... and wears ... and wears,
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 and is shined up like new in a jiffy. Calfskin
 has the appearance and feel of
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